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# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

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No. 1

## THE NURSERYMAN AND SCIENCE

By G. M. Bentley, Knoxville, Tenn.  
State Entomologist.

The world needs to-day, as it never needed before, the man with a vision and the courage and executive ability to transform that vision into results. Each line of endeavor completed, each vision realized, adds to the sum total of human knowledge and benefits society in that the path has been blazed for future generations and the way made easier for us all.

You nurserymen have achieved, have wrought and perfected and shown the way for the maximum of success in the respective lines undertaken. Thus has concentration, the energy, ambition and determination of men of your calling brought about the realization of visions and we believe fitting rewards await you for the labor and sacrifices made by you and your faithful wives.

To have some definite plan in life, an ambition for the accomplishment of that plan and to put in years of driving toil to that end is the record of not a few nurserymen. The more to the credit of the older members of your fraternity who fought obstacles without the aid of modern science and had experience as their only teacher. When one considers the handicaps and the successes in spite of the discouragements these pioneers of the nursery business in America have forged, untrained as they were and without the technical knowledge within the grasp of young men of to-day, it is no stretch of imagination to see the great harvests of the future for the trained and especially educated nurserymen who will *work for a purpose and get a training for efficiency*. In this connection I have read with much interest within the past two weeks of special university departments being established in flora culture, landscape gardening, garden craft and arbor culture.

### SPECIALIZATION

We have all heard of the boy who was admonished not to put all his eggs in one basket and we have all heard of the boy who was advised to put all his eggs in one basket and then to watch the basket. Specialization is comparatively a new doctrine, originating within the past few years. Thirty years ago there

was no one to advise the young man to specialize in electricity, in mining, in engineering, in horticulture, or in any of the many useful walks of life that now offer technical training. A strictly technical man was a rarity in those days and a technical nurseryman was practically unknown. To see in advance for 40 years and work for that length of time, striving every day to become better versed in his special line of endeavor, is not the record of many men. The education of a technical nature that is now at the disposal of our young men has been gained by those who have gone before, from the soil, the actual experience with the plow, the knife and the shear, these with observations, seasons, toil, nature and soil as his teachers.

### TRAINING FOR EFFICIENCY

The earning power of man is very largely dependent upon his training for the work he performs. While the training may be acquired by practice in which close observation is given and experience is used to increase efficiency, it is never the less training. But the brain of the worker is the faculty that must be trained for efficiency and without a trained mind one can never hope to attain any considerable degree of efficiency.

This training which is largely of the mind we call education. It gives us power to *think correctly* and to *reason logically*; to save time and accomplish more work and better work in a given time. The greatest need of modern society is for better training and more efficiency. The earning power of a large per cent. of our people is too low to afford the necessities and comforts of life. This is why there are so many demands for charity; why the phrase the "high cost of living" was coined; why crime does not seem to be diminishing rapidly; why our taxes must be increased and the administration of government is so costly and sometimes unsatisfactory.

### SHOULD BE TAUGHT TO OBSERVE AND APPRECIATE NATURE

In Germany all the children are taken frequently

on walking trips by their teachers. These walks are often of a day or even of several days' or weeks' duration. On these walks the places of interest are pointed out, and the children are taught to be observing and appreciative of the country. They come to know the various productions of the soil at first hand. They visit the historic landmarks, the places of literary and industrial interest. Every effort is made to create a real appreciation of nature, through dwelling on beautiful landscapes, fields, sunsets and the like. They come to know and love the common birds. Such a training cannot fail to add immensely to the charm of country life, because it makes the country more interesting. It creates a home atmosphere, a sense of being in a congenial and beautiful environment. One who has developed such a sense of appreciation of nature feels out of place in the city, and restless unless for a part of the year at least he can get back into the country.

The "country life" movement which is upon us means essentially that life is more than profits, and may not be sacrificed to an endless routine, which gives no time to live, or to a sordid ambition, which in an utter devotion to money making, forgets that money has value in so far as it secures for us a large and satisfying life. But a wealth that has to be hoarded and watched and tended, so that there is no time or thought for the pleasures or aspirations of life, means ever a poverty of spirit. The farmer must be given position and influence in society and in the affairs of the nation. The country must be made attractive enough, so that it can keep the boys and girls on the farm, so that the more capable and efficient rather than the less capable and efficient farmers will remain. If this movement for a larger life is to prevail, it must come largely through the development of the social life in the open country, and of the social life of the home.

#### DOING BUSINESS BY MAKING FALSE STATEMENT AGAINST ANOTHER

It is unfortunate that a few people should imagine that we as a people should be separated into classes according to our occupations and each class be arrayed against the others. There never was a more erroneous idea. It is false and usually a result of ignorance or comes from selfish persons who expect to profit at the expense of those who heed them. We are essentially one people, living under one flag and most of us striving to be good citizens and to secure the blessings of liberty and happiness for ourselves and our posterity.

There is no reason why honest persons should not prosper when their neighbors prosper. If one class must prosper at the expense and in proportion as another suffers loss, then that class has an advantage that it should not have and society is interested in

taking this advantage from it. When there are differences or when one class attempts to take an unwarranted advantage, all other classes should restrain this attempt, firmly but not disastrously. Certain Nurserymen cannot be afforded special privileges that cause economic waste.

We must remember that "life is real, life is earnest" and "into each life some rain must fall." We all have our sunshine and storm and sometimes the storm clouds are so thick and furious it seems that our little bark will go down to rise no more. No matter how exalted our station or how humble our position, no matter how great may seem our successes, or how small our achievements, each life has its burdens to bear. Each one has a mission to fulfil, a destiny to obtain, something to do, a place in the great structure of humanity, and though our niche may seem small and insignificant, yet it is important. A great building composed of brick, huge stones and pillars of granite could not stand without the mortar that holds the parts together. Some of us may be nothing but common mortar yet we are as important as the cornerstone. Men may not admire us and sing our praises and may pass us by unnoticed, yet we may feel sure that something depends on us and it is ours to do all we can.

Some of the most successful have met with repeated failures before attaining final success. Some have risen from obscurity to fame though afflicted from childhood. John Greenleaf Whittier was a great sufferer from boyhood and met with many severe trials through life, yet he lived nearly 85 years to bless mankind with his pen and his name will live as long as the love of good literature lasts. Sophia Wright of New Orleans, though a hopeless cripple and in comparative poverty, accomplished more in educating the poor of that city than all other forces combined and her influence will be felt and men will praise her name as long as the city stands. Think of Helen Keller and what she has accomplished. Many other examples could be given; we have only to look around us and see what others are accomplishing over seemingly unsurmountable obstacles, therefore, if you are cast down look up. Let the sunshine in.

#### PROGRESS IN THE NURSERY BUSINESS

I notice this subject in substance is to be discussed by capable speakers tonight so without encroaching upon my friends' topic let me say in passing. There are many who do not see that the nursery business is making much progress, and who are dissatisfied that greater progress is not made. There are others who do not believe there is anything to be learned about the nursery, and who view with distaste the efforts of others to make the nursery business a profession. There is so much to be learned that what has already been learned is but a small fraction of the

great body of knowledge. There are too many who are selfishly serving their own purposes, and do not attend conventions and give to the world the benefits of their experiments and observations. *It pays, and pays well, to carry on experiments right on your own nursery grounds.* These create an interest and often times lead to valuable discoveries, and at meetings like this give wholesome topics for open discussion.

Think of Dr. Knapp and what he has done for our southern farms by advocating fewer acres and larger yields and diversification written over all his efforts. He found the older mind not receptive so he directs his attention to the boy and girl, who are teaching to the parents lessons of the greatest value. The boy who produces five times as much corn to the acre as his father, and at less cost per bushel, is the better farmer and his father must recognize the truth. The proof is corn at less cost; other proofs are cotton at less cost per pound. Such proofs appeal to both head and pocket.

The men who will not learn are finding losses for their want of progressive ideas. Competition will force others to learn, or to go into occupations requiring less intelligence and less training than is required in the modern nursery business.

*The practical nurseryman with a vision and a determination to attain it will prosper.* The men of resources and intelligence will always be the better nurserymen as he would be better in any other field of endeavor.

*The nursery business is progressing,* and when horticulture becomes a part of the curricula of the schools, when it is taught as other sciences are taught, and when the need for the best intelligence is met, the progress will be more rapid. The time is here and we will see great changes soon.

#### WHAT SCIENCE HAS DONE TO HELP THE NURSERYMAN

There are nurserymen who do not consider the work done by science for them, and do not even know of the many investigations which bring no results other than to know that the thing investigated is worth nothing of practical value. If an investigation results in failure it may be as useful as if it had been a success. Individual losses are saved.

Science is continually contributing something for the benefit of the nurseryman. Science is nothing more or less than knowing how to do things correctly. When the scientist is compelled to work against the combative spirit or the mental blindness of those whom he seeks to serve, he is kept at his task only through his intense love for his work, and his optimistic hope that sometime the results of his work will be accepted for their full value.

*I believe that nursery work requires more science than the other lines of horticulture.* Too many nur-

serymen study things that are off in distant lands and pay too little attention to things that are close by. It is the things that are the closest by that possess the greatest secrets. I have never yet seen the man who could explain the anatomy of the smallest plant. We often hear men say, "I don't believe anything for sure, that I do not see." The fact is that no man ever saw the cause of anything—he only sees the effects.

Two trees grow side by side one blights the other does not; again on certain soil woolly aphid is extremely destructive on other little if any injury results. San Jose scale appears suddenly in your nursery. Die-back hits your peaches this year which heretofore has been unknown to you. *These are secrets that are worth thinking and studying about.* It is nature's way of doing things, of course, and what the nurseryman needs is to learn more of nature's ways and assist nature in every way that is possible.

Burbank says his work is in direct line with nature. We are shortening our lives because we are breaking nature's laws. We are spending millions of dollars to fight the insect kingdom, because we have broken nature's laws. We are spending fortunes for fertilizer because we have failed to regard the laws of nature. We have weakened the vitality of many plants and trees because we ignored the laws of nature. So the scientific way to conduct a nursery is to assist nature. One may fail to find a connecting link that will hitch this suggestion to the practical everyday affairs of the nursery, but if his work is conscientiously done, he is accumulating facts which later someone will be able to use and apply to the everlasting benefit of the tree growing profession.

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#### JAMES M. IRVINE

James M. Irvine, former Editor of the Fruit Grower Journal, St. Louis, Missouri, severed his connection with that paper last summer. He is now with the Curtis Publishing Co., located in their Chicago office and is in charge of certain work on the Country Gentleman.

The nurserymen among whom Mr. Irvine has many friends will miss him from the annual conventions, but all unite in wishing him every success in the new field in which he is now engaged.

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#### AMERICAN ASSOCIATION OF NURSERYMEN

The 39th annual meeting of the American Association of Nurserymen will be held June 24—26, 1914, at the Hollenden Hotel, Cleveland, Ohio.

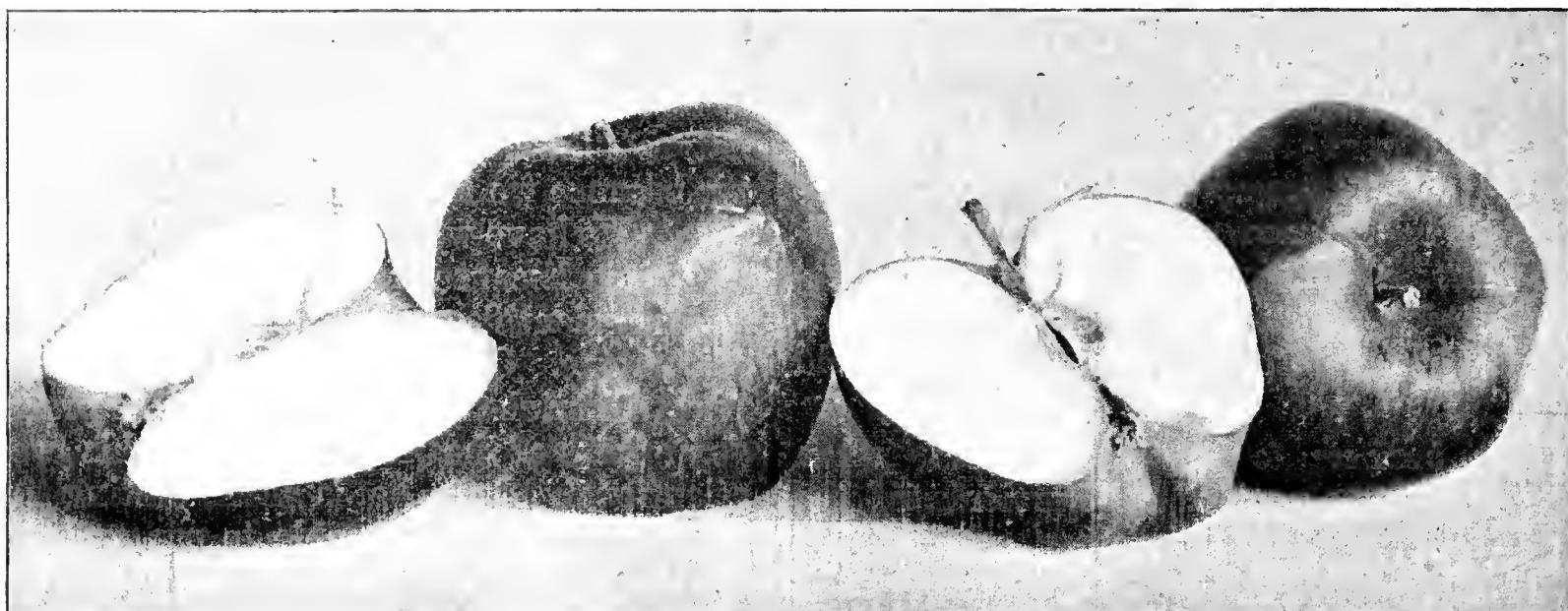
# THE DELICIOUS APPLE

By PROF. H. E. VAN DEMAN,  
Ex-U. S. Pomologist

Among the thousands of varieties of the apple that have been brought to public notice, there are very few that finally find their way into general use. There is one thing or another that comes up as serious objections as time proves what they really are. It takes many years of actual test in the orchards and markets to tell what is in any fruit. The Delicious is an apple that has stood all these tests far better than is usually the case with one out of a thousand that have been at first thought to be worthy of culture.

This variety originated at Peru, Iowa, which is

sprout or sucker—does not succumb to blight, and has never shown signs of tenderness. During the last eight years drought and cold have killed three-fifths of my orchard, but Delicious withstood it. Bears annually, yielding large quantities of luscious fruit, both beautiful and delicious. Praised by all who have tasted it. Has a peculiar quality that cannot be surpassed nor described and a delicious fragrance. Brilliant dark red, often mingled with gold near blossom end. Splendid winter keeper, equal to Ben Davis. All declare it to be the best apple in the world."



*Delicious Apples, showing cross sections of the fruit.*

near Des Moines, the capitol of that State, on the premises of Jesse Hiatt, a veteran horticulturist, as a chance seedling, about 1880. The tree grew up so healthy and vigorous that it attracted his attention and began to bear at an early age. The apples had a bright red color and tasted so good that it was soon discovered that this was a variety worthy of further notice. As time passed, the fruit was given to others to test and all pronounced it excellent. The hardiness of the tree in that cold climate, where it was not unusual to experience 30 degrees below zero was also a noticeable fact. This is what Mr. Hiatt wrote in 1895 of the variety, and it is well that he did so before he passed to the life beyond:

"The original tree of Delicious is now about 15 years old and is 13 inches in diameter at ground. Makes strong, vigorous growth, similar to Winesap, except branches are stronger and need little or no pruning. Both tree and fruit are perfect models. The tree is strong, has finely molded limbs which are adapted to bearing great weights of fruit. Does not

He sent specimens to the Stark Brothers and they were so much pleased with the fruit and what they heard of the behavior of the tree that the then senior member of the firm, Mr. C. M. Stark, made a trip to see it and look critically into its history and all the facts about the variety. The result was that Stark Brothers bought outright the exclusive right to propagate it, registered the name Delicious in the U. S. Patent Office, and in 1894 introduced it to the public from the nursery. Therefore, it has been nearly twenty years since the first young trees were planted. They have gone about all over the apple planting world, not only in this country, but in Europe, Korea, Australia, New Zealand and elsewhere. I have seen Delicious trees growing and bearing from the Atlantic to the Pacific, and the variety certainly has a great record for reliability as well as high quality of the fruit. Really, I do not know of any of the regions where apples are grown with success, commercially, that it has not won a high place in the estima-

tion of critical fruit-men. The tree has endured very cold climates safely. The form habit of the tree is very satisfactory to the orchardist and it is very productive as well. There is no variety that has more virile pollen, hence it is well suited to be used for cross-pollination.

Owing to the earlier bearing of fruit trees in the Pacific States the most of the fruit of the Delicious apple, up to this date, has been grown there, but in the Eastern States this apple is proving to be a better keeper, higher colored and of even better quality. The best specimens I have seen so far were grown in Virginia.

The color of Delicious is bright, clear red, suffused and striped with splashes of crimson over yellow, all of which gives the fruit a most beautiful appearance. The flesh is yellowish and very tender and melting, with abundant juiciness. The flavor is very mild subacid and produced a peculiar sensation when tasted that causes one to say "That is a Delicious apple," and so it is. Either eaten from the hand, baked, stewed, or used in any way, there is always satisfaction with the consumer. And, fortunately, the marketman and grower feel the same way.

Its future is established and in the years to come, the Delicious apple will be planted and sold with profit and eaten with delight by millions yet unborn.



*Left—Jesse Hiatt, the originator of the Delicious Apple, and the original tree of Delicious, the sole right of propagation to which was purchased outright in 1895 by Stark Bros.' Nurseries and Orchard Company. Right—A young Delicious tree in bearing.*

## BOOK REVIEW COMMERCIAL GARDENING

Edited by JOHN WEATHERS

This splendid work should find a ready sale in the United States principally because its fundamental attitude towards the science and practice of horticulture is entirely based on the commercial idea, whether it be the growing of a bunch of radishes or an orchid.

While it is an English work, based on the results of European practice, it is so fundamental and thorough that its application applies equally well to the United States.

The first volume deals with the science of Plant Growing, beginning with simple cell life, it gives the reader a grasp of the functions of the different parts of the plant that lays the foundation for a thorough knowledge of propagation.

Methods of propagation follow written in such a way that one cannot fail to understand.

Then follows the science of the soil: Manures and Manuring; Insect Pests; Garden Friends; Fungi-

cides and Insecticides; Glass House Building; Heating Apparatus.

Volume 2: Deals with Hardy and Half Hardy Herbaceous plants, Bulbs and Flowers; Stove and Greenhouse Plants and Ferns.

Volume 3: Is devoted entirely to Fruit growing. While perhaps the practice is different from that in America, it makes clear those intensive methods developed by many generations of gardeners in the old country and contains a veritable gold mine of information and suggestions to the progressive American grower.

Volume 4: Treats on trees, shrubs and woody climbers and evergreens; Vegetable growing for market; Sweet herbs and small salads; French Gardening or Intensive Cultivation.

The editor of this work is evidently a past master in practice as well as a thorough scientist and has so blended the two as to make a work that is a complete library for the horticulturist.

The books are of convenient size, well printed and illustrated, among the colored plates is an ingenious model of a potato plant with key which gives the student a complete botanical analysis of the plant.

The Macmillan Company, 64 Fifth Ave., New York, are the agents for the London Publishers.

# WESTERN ASSOCIATION OF NURSERYMEN MEETS AT KANSAS CITY

By our Special Correspondent

It was a large and enthusiastic gathering which met at the Coates House, Kansas City, Mo., on the morning of Wednesday, December 10th, to open the meeting of the twenty-fourth Annual Convention.

The attendance was larger than ever before in the history of the Western Association of Nurserymen and President Frank A. Weber was complimented upon getting out such a strong representation.

Everyone appeared cheerful, largely due to the unexpectedly heavy fall trade which has just closed. Reports from all over the west showed a general cleaning up and shortage of many lines of fruits. Even apples, which have been considered as in heavy surplus, have been heavily drawn upon and many of the standard varieties are now exhausted.

The buying has not been of the speculative character which largely prevails in the fall, but purchases have been made for actual trade requirements. This has imparted a confidential feeling in the trade.

Due to the dry weather prevailing during the growing season, the supply of No. 1 Apple seedlings was somewhat short, but even these picked up in weight during the last few weeks of their growth and graded up in a larger quantity of first class seedling than was expected, but have been pretty well cleaned up.

Peach, Cherry and Pear have also moved briskly, many growers having dug largely from their one year blocks of Cherry to fill orders.

The meetings of the Association are held behind closed doors, nevertheless they were permitted to open to welcome Wm. Pitkin, Rochester, N. Y., John Watson, Newark, N. Y., John H. Dayton, Painesville, Ohio, and Thomas B. Meehan, Dresher, Pa., who had journeyed to Kansas City for the purpose of mingling with their brethren in the Western Association.

The program of the meeting was pretty thoroughly carried out and the various subjects ably discussed.

After the roll call and the other general order of business was transacted the regular program was followed.

Is a larger membership desirable?—E. P. Bernardin. Discussed by A. J. Brown.

Should we continue the P A Y Report?—J. W. Hill. Discussed by E. S. Welch.

Uniform Legislation—F. H. Stannard. Discussed by Prof. S. J. Hunter.

National Meeting of 1913. What was done.—W. H. Stark. Discussed by Peter Youngers, Jr.

Recent Inspection Law of Missouri.—Prof. Leonard Haseman. Discussed by W. P. Stark.

What can be done to eliminate mixtures in scions and buds?—J. H. Skinner. Discussed by R. J. Bagby.

Is it practicable to obtain advanced prices solely on the merit of the stock.—L. C. Stark. Discussed by Herbert Chase.

Best method of cultivation to conserve moisture.—E. R. Taylor. Discussed by F. W. Watson.

Retail Agents. Retail nursery business and its troubles.—E. M. Sherman. Discussed by C. W. Carman.

The New Tariff Law, and how will it effect our business?—Henry Chase. Discussed by W. C. Reed.

Retail Catalogue Trade.—Carl Sonderegger. Discussed by W. P. Stark.

Better Quality Trees, and paying more attention to parentage.—J. Moncrief. Discussed by E. P. Bernardin.

Ethics in Retail and Wholesale Trade toward competitors.—R. J. Bagby. Discussed by J. W. Mayhew.

Slow and Poor Transportation of Nursery Stock.—Chas. Sizemore. Discussed by E. H. Balco.

New Express Rates.—C. C. Mayhew. Discussed by Geo. Marshall.

Some of the technicalities of grading and boxing.—Harry D. Simpson. Discussed by W. A. Harrison.

Use of paper boxes for express and parcel post shipments.—W. P. Stark. Discussed by Carl Sonderegger.

Condition of orchards; cause of some varieties dying when they should be in their prime.—Geo. A. Marshall. Discussed by G. W. Holsinger.

Refrigerator Cars. What ought the minimum be?—Chas. Sizemore. Discussed by A. F. Lake.

Department Store Competition, and what will be the effect on the retail nurseryman.—W. C. Chandler. Discussed by J. W. Schuette.

Business Conditions.—A. Willis. Discussed by Jim. Parker.

Probable Supply and Demand of Standard Varieties of Nursery Stock for Spring Delivery.—J. H. Dayton. Discussed by E. S. Welch.

M. McDonald, Orenco, Ore., and Wm. Pitkin, Rochester, N. Y., were present in the interest of Law Uniformity.

At the Annual Meeting of the American Association of Nurserymen held in Portland, Oregon, last June a Committee was appointed for the purpose of working to secure Uniform Inspection Laws, with Wm. Pitkin, A. W. McDonald and Peter Youngers as members of the Committee. This question naturally occupied considerable attention at this meeting of the Western Association of Nurserymen and was thoroughly discussed. It was finally decided to appoint a Committee of two from the Western Association to work in conjunction with the committee of the National Association. Wm. P. Stark, and Peter Youngers were selected for this purpose, and it is hoped that much can be accomplished along these lines.

Heretofore only Nurserymen living west of the Mississippi River were eligible to membership in the Association, but at this meeting the By-laws were amended permitting nurserymen who are actual growers of nursery stock in any part of the United States to become members. Ten new members were

enrolled at this meeting. The newly elected officers are: President, W. S. Griesa, Lawrence, Kansas; Vice President, C. C. Mayhew, Sherman, Texas; Secretary and Treasurer, E. L. Holman, Leavenworth, Kansas.

### PRESIDENT F. A. WEBER'S ADDRESS

**At the 24th Annual Meeting of Western Association of Nurserymen, Kansas City, Mo., December 10th, 1913**

Gentlemen of the Western Association of Nurserymen:

Another year has passed since the Western Association met in this City, to discuss the various topics that were of most importance to our business, and I assure you that it is a great pleasure to me to have the honor of presiding at this, your 24th annual meeting.

I am pleased to see such a large representation at this meeting, and I trust that you will, one and all, enter into the discussions freely with a view of bringing out all the points that may be of importance to our business, so that we may all profit in knowledge, and wisdom, so that when we go home that we can say that the time has been well spent.

The year 1913 will soon have passed into history. If the figure "13" had anything to do with the brands of weather we have had during the year, we should congratulate ourselves that there will be no more "13's" in our allotted time that we may remain here on earth.

The greater part of the country has passed through one of the hottest and driest seasons of record, and in consequence much stock has been lost to the grower, and I understand much stock has not made the usual grades. During the early part of the year there was an excessive amount of rain in many localities, and these localities were the ones that suffered mostly on account of the drought. Lately, we have had reports of a storm in the lake regions, and while it probably did not do any great amount of damage to the nursery interests, excepting that it delayed shipments considerably. Late reports show that Texas is now having a seige of high water, with considerable damage. This all goes to show that we may plan ever so well, but we must always expect such conditions to occur from time to time.

The Program Committee has arranged an excellent program and it covers most of the subjects that seem to be of importance to our business at this time.

I desire to call your attention to a few things to which we should give careful consideration. One is, the Parcel Post proposition. An effort should be made to secure better Parcel Post conditions. At present, the nursery, florists and seed interests do not

enjoy the same Parcel Post benefits that other lines of trade do. Just why these lines were barred from the same rates has always been a mystery with me. I have with me a letter from the Post Office Department at Washington, D. C., with whom I corresponded some days ago, and the Secretary will read this letter to you later during our sessions, which will explain the situation more fully. The question of uniform legislation is another subject that is of utmost importance, and I understand that we have with us a Committee on Uniform Legislation from the American Association and I trust that this Committee, with our Legislative Committee, will have something favorable to report.

As we have a large amount of work before us, I will detain you no longer, and we will now proceed to the work in hand.

### BETTER QUALITY TREES AND PAYING MORE ATTENTION TO PARENTAGE

**Read before Western Association of Nurserymen at Kansas City, December 11, 1913, J. MONCRIEF, Winfield, Kan.**

The nurseryman should be a professional man whereas he is not even a good business man, because like a doctor or a lawyer, his constant calling is one of great trust by his client, and whereas the client is soon aware if he is not getting satisfactory service from his doctor or lawyer, he may deal with his nurseryman for eight or ten years to find that his trust has been misplaced and that he has lost ten years of his lifetime and a large sum of money for his loss, must be a number of times the first cost of his tree.

True, in the past there has been no school for the nurseryman, no opportunity for him to take a special course that would fit him for all lines in the nursery business, hence the nursery field is today occupied not by scientific men, not by professionals, but by a class of men who, although they may rank very high for brains or manhood, are mostly happenstances.

They have drifted into the nursery business from either the tree selling gate or from working in the field and coming up from that end of the business.

Their business has further been handicapped in progressing by the fact of their line being a line of perishable goods, by lack of cooperation among themselves to benefit by not over planting, and to insure proper distribution in selling, so as to prevent big loss by the brush pile. Many of them have lacked the backbone and nerve to do the thing they knew was best for their client. Many of them are bulls at planting time and bears immediately after their planting is over, and thus break down prices and educate tree planters to expect good trees for much less than the amount that it will cost to grow them.

Again, many of them have tried to maintain a

double standard of honesty, that is, that they personally were strictly honest but they would not hesitate to hire a tree dealer, and though they would not trust him with their own pocketbook in making their collections, they are quite willing to trust him with their name. The tree dealer would explain to them that he knew how to go out and skin them. He made no bones of the fact that he skinned the people, but he would tell them he and his gang of skinners that went with him could sell \$25,000 worth of their goods, and so they hired him and put him out, proceeded to wash their hands and say to themselves in all seriousness: "It's too bad those fellows do business that way. I would not do it." The nurseryman who has adopted this plan, is, in my judgment, equally guilty with the tree dealer who has performed the act.

The haphazard methods of nurserymen has caused their business financially to be a failure; has caused a profession which should be at the top of the list for esteem, to be almost looked down upon and despised and classed as the worst of grafts. How many of you have seen the look of surprise come over the other traveling man's face when you are riding with him in the pullman or stopping at a first class hotel and noticed the tendency of him to move over just a little and give you more room?

We go to the convention and taffy each other, banquet, and sight-see, and really convince ourselves we are a progressive lot. Whereas, we are fifty years behind the time. We are in a rut. We have progressed only as we have been driven to progress. You say we have progressed in the way of grading and eliminating diseased stock. It is because we were driven to this field by what we thought was some mighty hard legislation of some of the states, which wanted better trees.

So, all of our discussion, committee work, and appropriation have been made for our own selfish purpose in trying to immediately increase our own profits. Until as a trade, we waken up and accept the more modern call that is being heeded by business men and professional men in all other lines, to think of the welfare of the other people, we will not progress in our business.

Better quality trees and paying more attention to their parentage will, it is true, cost us a good deal of money and will, it is true, give us no immediate benefit, but this is an age of scientific advancement, an age when the requirement is for full efficiency, an age in which, if we do not progress in the nursery business and inaugurate new methods, our business will be revolutionized from without. Just as business methods of selling stock has been revolutionized in Kansas by the Blue Sky law, you can already note a movement in that line by the law that was proposed in New York legislature a year ago. The trade pa-

per, *American Fruits*, describes this measure under the caption, "Unreasonable New York Legislative Measure," and nurserymen, one and all, wrote in and joined in on the condemnation of such a harsh law. I could not take that view of it. Instead, I wrote as many of you may have noted, that the nursery business had not kept pace with other industries and that if the nursery business could not be put on a new and higher standard of our own volition, we may be benefitted by being compelled to adopt higher standards and that I believed it is necessary to adopt such standards as will insure trees being true to name, and that although even then some mistakes would be made, but after all as a matter of equity and fairness, should not the man suffer the loss who is responsible for the mistake?

Your association is interested in the future of your business. You cannot jump into improving the quality of trees and growing them all from known parentage or true to name in a year, nor in several years. You will never make a score in this line nor take it up if you are only interested in the nursery business from a financial standpoint. Financially, I should not say it was a good present investment, but if you love the business and want to do something to help revolutionize a business, and bring it up where it rightfully belongs, then I should say you should become interested in growing trees from known parentage or true to name.

Time is too short here to go into detail and quote as could be done from the leading scientific men and horticulturists of the country, their views and experiences in this matter which has demonstrated beyond a doubt, that better trees can be grown by propagating them from special individual trees of superior characteristics such as young bearing, color, and quality.

While we, of course, must all admit on the start that environment such as soil, water, climatic influence, pruning, and spraying cause not only a large part but the chief part of any tree to be successful, you cannot bring out of a tree that quality which it does not possess by inheritance, and this has been demonstrated in the work of a number of us who have paid some attention to the observation of scoring trees, and we just take time to quote one example from an article of Citrus Trees by John Y. Beatty in the last number of the Fruit-grower and Farmer in which he says: "In a Dixon grove of Marsh's seedless grape fruit, 123 trees out of 500 have been found to be unproductive. These 123 trees have given an average yield by actual measurement, of one picked box, but the trees were poor, mostly unsalable fruit, while the other 377 have yielded an average of 16 picked boxes per tree of the highest grade, selling at \$7.50 per box in New York. Prof. Shammel has

found that the trees yielding well one year, are the ones that always bear a paying crop and those that give a poor yield are chronic shy bearers.

If we are to have better quality trees and better parentage trees, we must study these questions. We must spend our money in investigation and proof of them. We should hire the best scientific botanist that could be hired. Place him upon a demonstration farm and set him to work to investigate those unknown qualities and unknown habits of tree fruit with a view of maintaining the quality that we have of increasing the good characteristics and of giving our clients the best that can be had, and then charge them for it and they will pay the price.

We should not trust our name to a man to work for us with whom we would not trust our pocket-book, and we should eliminate the name tree dealer from the trade and discourage the man who is doing the same thing and masquerading under the name of nurseryman.

## IS IT PRACTICABLE TO OBTAIN HIGHER PRICES ON MERIT ALONE?

By LLOYD C. STARK, Vice President, Stark Brothers Nurseries & Orchards Co., Louisiana, Missouri.

Read before the Western Association of Nurserymen, Kansas City, Mo.

At first thought it appears that trees of superior quality should certainly command prices above those usually obtained for nursery stock of ordinary or mediocre quality.

If we investigate this same subject as applies to other lines of business activity, we will find it almost universally true that goods or products of superior quality and workmanship command superior prices; ordinary products bring ordinary prices, and goods of inferior quality bring low prices.

There are now, and always will be, several classes of buyers. There is one class that will always want the best—this class of men includes those who are able to look ahead and see that the best is the cheapest in the long run. Then there are the buyers who are not especially concerned about either quality or price. Many of this class are willing to have ordinary goods at ordinary prices. The third class of men includes those who will buy most anything if it is cheap, in other words “bargain hunters,” men who will buy anything from a gold brick to a white elephant if they can be convinced that it is cheap, and as a usual thing, they have little regard for the real value of the article, or tree or what not, so long as it is cheap. They have not enough judgment to realize that the saving of a penny in initial cost is often the

means of losing dollars when harvest time comes.

At the present time the tendency of buyers is toward the two extremes—those who buy extra quality and pay superior prices and the other class—the bargain hunters. This statement, I believe, is especially true as applied to the nursery trade at the present time. Of course the very nature of our business is precarious for the reason that we offer perishable products, which are thus more liable to fluctuations in price than are staple or non-perishable articles. In addition to the perishable nature of our products, we must also consider the fact that no great skill is required by the “farmer nurseryman” to grow trees, but of course, the stock usually turned out by such so-called nurserymen, a good orchardist would not plant. However, these blocks of practically worthless trees scattered here and there throughout the land are a constant menace to the man who does grow extra quality stock, for this cheap stuff is almost always sold for a song. Such stock appeals to the man who knows practically nothing of trees, the man who cannot realize that there is as much difference between good trees and poor trees as there is between a thoroughbred horse and a plug—as much difference as there is between a \$50.00 suit of clothes and a \$10.00 suit of clothes. In fact, there is more, for the difference in initial cost of trees is proportionately very much less than in most other articles of commerce, and the difference between a healthy, vigorous, profitable orchard and a worthless, debilitated block of orchard trees, is simply the difference between success and failure.

High prices are sometimes asked for poor trees and high quality trees sometimes offered at low prices, but these are, I believe, the exceptions which prove the rule.

Now, to get back to our subject: “Is it practicable to obtain higher prices on merit alone?” If applied to the thinking public, I feel sure that superior stock will bring extra prices. As applied to the bargain hunter, I doubt if extra quality would appeal to him. We have, and always will have, at least two classes of buyers with which to deal, and I do not believe that the bargain hunter class of buyers can ever be educated up to that point where they will be able to realize that the best is the cheapest in the long run.

On the other hand, I do believe that the better class of people in this country, the thinkers, and men who have sufficient intellect to look a few years into the future will pay advanced prices for stock of superior merit, provided, of course, that the nurseryman offering the trees has sufficient standing and reputation to convince the buyer that he is really getting stock of extra merit, and provided further that the nurseryman always delivers trees strictly up to specifications—stock which will, at all times, give complete satisfaction to the buyer.

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### Arrangements

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**American Nurserymen's Protective Association**—President, Henry B. Chase, Chase, Ala., secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

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**Western Association of Nurserymen**—President, W. S. Griesa, Lawrence, Kansas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December.

1913

## NEW YEAR

1914

Welcome the New Year and all the good things which it may bring, and may the Horn of Plenty be full to overflowing. Yet

we cannot let the Old Year pass out without a feeling of regret. After all it was a pretty good Old Year and we should give it its full measure of justice.

Along in September the nursery business looked exceedingly blue, orders were few and light and there appeared every indication that the fall season would be a very lean one. But the demand for stock steadily increased and by November was in full swing, and now that the season is closed we can look back upon it as one of the best in many years, or probably the greatest in the history of the nursery trade.

In some lines of stock, apple trees in particular, the market was apparently overstocked, nurserymen were confronted not only with low prices but a large brush pile loomed in the distance. The passing of the fall has brought many changes. Apples have been in good demand and many staple sorts have already become largely sold up with prices advancing, bringing an optimistic feeling to the nurserymen.

With this feeling, the Year 1914 is ushered in and welcomed with the spirit of open hospitality. The National Nurseryman extends to its readers a warm greeting and a wish that everyone may share in a year of prosperity and happiness.

We shall miss many of our old friends who have passed away during the year, men who have been largely instrumental in placing the nursery business in the honorable position it holds today and whose influence will be felt for many years to come.

## THE FUTURE OF THE NURSERY BUSINESS

Imagination and inspiration are as necessary to the growth of a successful business as the more practical qualities. If we do not look ahead we should never break up another acre of new ground nor improve or expand our business in any way. We must have a star to hitch our aim to or at least a goal in view. The hitching post is the wrong thing to tie to if we want to go somewhere.

Pessimists there are and always will be but they do not usually arrive. While it is true that many dreamers never get anywhere and many impractical optimists come to grief, all progress comes from the man with imagination who has faith and hope enough to work for the desired end.

Every reader who has reached middle age or less has seen the most wonderful progress the world has ever known in practically all lines of human endeavor and the nurseryman cannot help but wonder

about the future of his own business, whether the near future will consist of lean years when he will have to economize at every point to keep his business solvent or whether it will be necessary to branch out to meet the demands of the future.

Whatever immediate future may have in store there is little doubt but that the no great distant future holds promises to the nurseryman and florist beyond present conception.

Our business in the main is like agriculture, it is fundamental and not only so but it caters to the refinement of human happiness.

Before this vast country is brought even to the horticultural condition of Europe try to imagine the incalculable nurseries that will be required to bring it about to say nothing of the modern democratic spirit of advancement that is demanding refinement, art and comfort for the masses as well as the classes.

Is there any reason to doubt that our highways will be laid out, planted and parked from one end of the country to the other? Or that every community will be laid out in parks?

Progressive manufacturers are showing all over the country that a factory need not be a dump, that it is possible to have nice grounds surrounding them.

Trees preserve the roads, help to keep down the dust and prevent disease.

Man is a gregarious animal but also a reasoning one and he has found out that congested city life is not good for him and the reaction toward suburban and country life has set in, encouraged by the electric car and the automobile.

While perhaps the latter is drawing much money that would otherwise go to the nurseryman, in the end it will cease to be a luxury and really indirectly promote interest in the nurseryman's products for who wants to live in the country without nice surroundings?

The inspiration of hope and imagination is the best wish of The National Nurseryman to its readers for the New Year.

## BULB GROWING IN THE U. S.

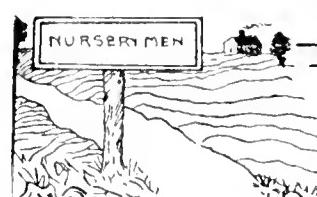
proves very conclusively that Dutch bulbs, such as Hyacinths and Tulips, can be grown in the United States as well if not better than in Holland.

It would be a very unpatriotic American or poorly informed horticulturist who ever thought anything else. It really did not need the Department of Agriculture to prove it.

There is climate and soil in the immense area of the United States suitable for all plants of the temperate and sub-tropical zones. To gain the skill and train the workman so that it can be done on a com-

mercially profitable basis takes time, money and brains and constitutes the real problem.

That this problem will be solved in time there is little doubt, but at present at least American grown bulbs will not greatly affect the market.



## Business Movements.

### A NEW NURSERY

Paul E. Gray and Harrison R. Cole have started a nursery in the name of Gray & Cole at Haverhill, Mass., and are growing a general line of flowering plants, vines, shrubs, trees, with a department of landscape gardening.

We wish the new firm every success in their venture.

R. M. C. Rohlfs of the Alta Vista Nursery, Davenport, Iowa, purchased at public auction 48 acres of land for which he paid the sum of \$15,440, or \$386 per acre. The tract of land in question adjoins the nursery on the Brady Street Road two miles from the city. Mr. Rohlfs expects to use the property to extend his nursery.

Albert Tersteeg, formerly manager of the Sunnyfield Nursery Company, Poughkeepsie, N. Y., together with William Godding, also of this firm, have purchased all the stock and the name has been changed to the Poughkeepsie Nursery Company. The concern will be incorporated and F. B. Lown will continue an officer in it.

M. G. Coplen, Rockville, Md., writes as follows: "I am removing my nursery from Green Spring, West Virginia, to a larger and better location near Washington, D. C.

Will be in the market for a general line of nursery stock for spring planting."

Chase Brothers Company, Rochester, N. Y., have disposed of the property where their offices are located, but expect to remain where they are until the spring of 1914 under a lease.

N. E. Copeland, Oakland, Kansas, writes: "We are quitting the nursery business."

## WESTERN NEW YORK HORTICULTURAL SOCIETY

The fifty-ninth annual meeting of the Western New York Horticultural Society will take place January 28, 29 and 30th, 1914, in the Convention Hall, Rochester, N. Y.

# NUTS TO THE RESCUE IN OUR FUTURE FOOD SUPPLY

Read at the Texas Nurserymen's Meeting at Houston, Texas

By E. W. KIRKPATRICK

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Best authorities inform us that the food value of nuts is much greater than is commonly supposed.

The native races, of many countries, have often survived famine by subsisting upon nuts which were easily stored and preserved.

Civilized peoples have generally esteemed nuts as a luxury to be served at feasts for the promotion of good cheer and rejoicing.

Nuts serve this purpose and more. The nutritive value of nuts is not commonly understood, their protein and oil contents are valuable and essential along with the use of other vegetables which have greater bulk and less nutriment.

Dietary standards vary with individuals, with habits and with climate. The effect of diet merits close attention. Our physical, our moral and intellectual well being is largely influenced by diet. The character of brain, heart, mind and soul may be largely influenced by diet. Temper, proclivity, and qualities of all the passions are tinctured and influenced by methods and quantity of diet.

The liteness, grace and beauty of squirrels and plumage birds, are thought to be the result largely of a diet of nuts and other vegetable seeds.

The commercial value of nuts has never been adequately considered. This has especial reference to the pecan nut, the acknowledged leader in the list of nuts.

The digestibility of food material is neglected to a most serious extent.

The cost, the appearance and the taste of food material, receives close attention but the digestibility, the tissue building and the heat producing quality of food material is of much greater importance than cost, taste or appearance.

Health, happiness, usefulness and our number of days; depend largely upon food we eat.

Nuts are the natural food of man and when taken together with cereals and other fruits and vegetables, they form the safest and most complete ration.

Famine is the nemesis of mankind, the ruthless destroyer of races of all kinds.

The increasing cost of food, the rising of price levels; all point to the danger line of famine.

Intensive cultivation and conserving and utilizing soils, point the way to avert or prolong the fatal approach of extinction.

Our numbers increase, our demand for food grows, while the soil, the source of all food supply, remains stationary in area but, under prevailing methods of cultivation, grows weaker in power of production, fertility is reduced, available plant food depleted and the fatal day approaches.

The necessity of a substitute for our meat supply is growing intense. A substitute more natural more wholesome, more economic and superior every way is desired.

Statistics of cumulative and conclusive demonstration show, that food supply by means of the flesh of domestic animals, require a much larger area of land than does an equal food supply drawn from fruits and vegetables. This is especially true of deep rooted, deep feeding trees, such as the pecan and other nut and fruit trees.

The animal feeds upon short rooted plants, which draw from a small amount of surface soil and which is rapidly depleted, while the tree reaches down, many feet below the surface, and utilizes stored wealth which has been locked for ages, and held in reserve for those who were wise enough to appropriate.

The animal depletes the soil of surface plant food, and also packs the soil and prevents access of moisture, thus creating conditions antagonistic and fatal to both plant and animal life. This also causes rapid erosion in storm and wind and destructive exposures to extreme degrees of heat and cold.

In contrast with these hurtful conditions, tree growth enriches the soil, tempers the climate and increases moisture.

Nut growing supercedes the enslaving and slaughter of animal life,文明izes man, lifts the burden of human slavery and leads man back to nature and her benign laws, creates a new Eden, world wide, with man re-established in harmony with the divine purpose.

Research, investigation and demonstration teaches that a poor or depleted soil brings forth a poor and unwholesome product and when man or other animals feed upon this impoverished food they grow weak and deficient in resistance to enemies and are subject to all those merciful forces which are suited to the elimination of the unfit. Hence the urgent necessity of a system which effectually preserves the integrity of the soil and this system may be found in the growing of nut trees.

## WIDDINGTONIA WHITEI

JAMES MacPHERSON

(The Mlanje Cypress) grows on the upper plateau of the Mlanje mountains in British Central Africa, where there is frequently white rime frost in the mornings and the thermometer as low as 29 degrees Fahr. During the nights the temperature is often as low as 40 degrees Fahr.

The trees have somewhat the outline of *Pinus sylvestris* but are more nearly related to *Cupressus*. Their stems are straight, the wood reddish and the bark often white on the older trees as is very well shown in the photograph (which is after Sir Harry Johnstone's "British Central Africa") The foliage becomes scanty on old trees which appear as sprawling white skeletons, but the young plants are well clothed with foliage of bluish green below and darker green above, and like so many conifers are most ornamental in that stage of growth.

I remember seeing the plant catalogued as being in Golden Gate Park, San Francisco, some years ago, but without any note as to its well being. I should think that climate too dry, for the Mlanje mountains receive anywhere from 60 to 75 inches of rain annually and in that respect resemble Alabama.

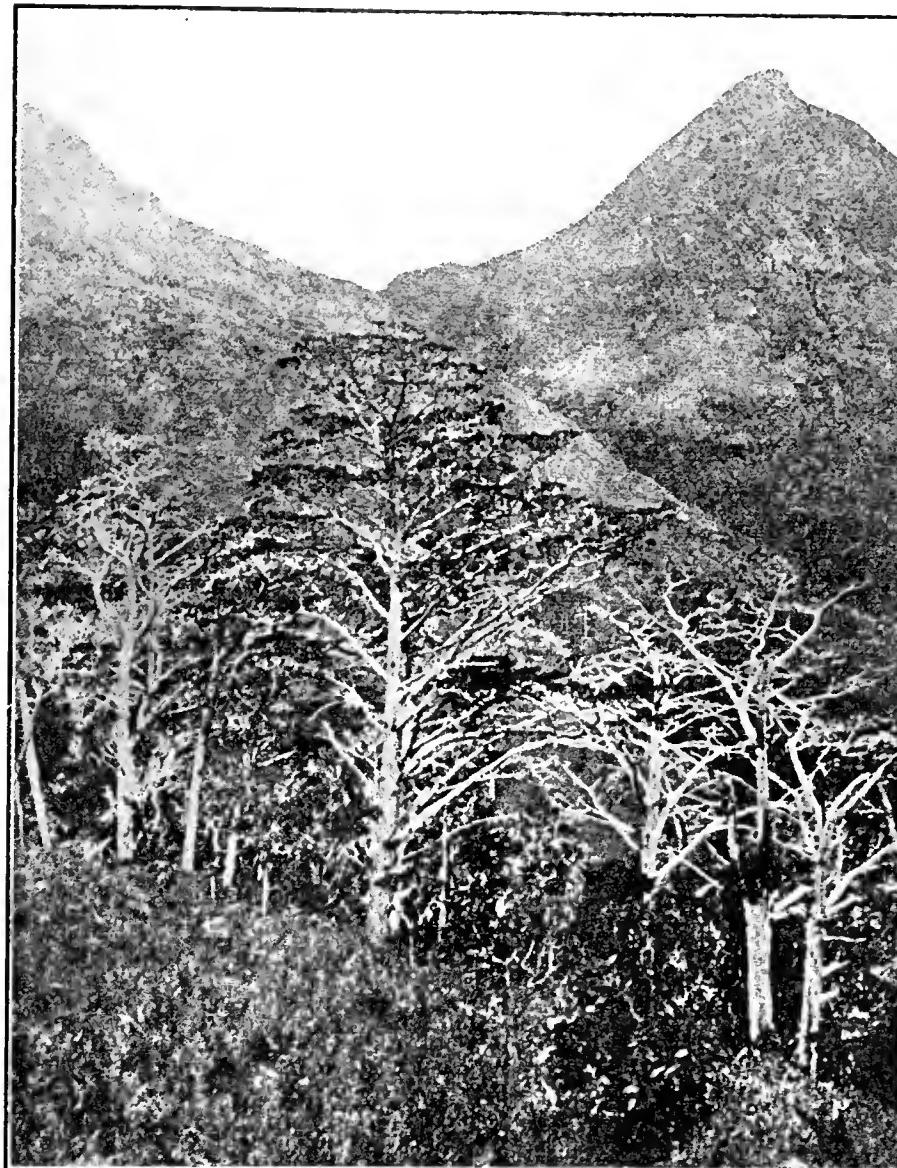
### Good Prospects for Lower Express Rates in Time for Spring Business

Louisiana, Mo., December 9, 1913.

Mr. Geo. A. Marshall,  
Care of Western Association of Nurserymen,  
Coats House, Kansas City, Missouri.

My Dear Sir:—This acknowledges your letter, December 5th, in regard to the Kansas City meeting and the subject of express rates.

Desire to advise that the Interstate Commerce Commission has allowed the express companies until



*Widdringtonia Whitei*

February first to compile and put into effect the new rates. They were to have been effective September 1st., but on account of not being able to get tariffs ready the Commission allowed them more time and it is my honest opinion that February 1st will still find them not in shape to put the rates into effect, as what they have been required to do by the commission means a very large amount of detail work and practically new rates all over the country.

From newspaper reports and from what I can learn through express and other channels the new rates are going to be very much lower, throughout the country, than the old schedule and furthermore, everything will be at pound rates with a terminal charge of ten cents added, that is if the rate between any two points is a dollar, and the shipment weighs, say 15 pounds the express charges will be 15 cents plus 10 cents terminal charge, or in other words, 25 cents on such a shipment. If on the above rate the shipment weighs fifty pounds the express charges will be 50 cents, plus 10 cents terminal charge or total charge of 60 cents.

Under the old schedule of graduated rates a shipment of fifteen pounds at a dollar rate would be 45 cents and for fifty pounds it would be 80 cents, so you can see what a benefit the new rates and plan will be. If the express companies still give the nurserymen general special rates when the new rates go into effect it will mean very low rates for the nurserymen, but until the regular schedule, as required by the commission, have been published and gone into effect, the express companies will not take any action on general special rates.

You can advise the association that as soon as the new rates are effective that the Transportation Committee will keep in touch with the situation and if possible endeavor to secure general special rates on nursery stock, if it is possible to do so.

Truly,  
CHAS. SIZEMORE.

### APPALACHIAN APPLE ORCHARDS

The Appalachian Apple Orchards, Tallulah Falls, Georgia, while principally engaged in commercial apple orcharding, having 35,000 trees planted out in orchards, raise a great quantity of trees for sale in their nurseries. Mr. Louis P. Magid says we have a splendid block of 100,000 one year apple. These were worked on whole root seedlings imported direct from France.



*Louis B. Magid, President of the Appalachian Apple Orchards, Tallulah Park, Ga., examining their block of 100,000 one year Apple Trees.*

### SALVIA GREGGII

Baker Bros., Fort Worth, Texas, are pushing and specializing on the *Salvia Greggii*. Although not a new plant, as it was first described in the Botanical Magazine, 1885, it is comparatively little known, and Baker Bros. see in it great possibilities for the future.

The plant is of a shrubby nature, attaining a height of 3 to 4 feet and perhaps may be classed with the *Caryopteris mastacanthus* in habit and requirements. It may stand a little more cold, but like the *Caryopteris* it is likely to be impatient of wet and cold combined.

It is a native of the arid Mountains of Western

Texas and this of itself would indicate there is a large field through the middle west and south where it should thrive to perfection.

Plants set out in a well drained position in the vicinity of Philadelphia came through last winter all right and the same report comes from Lexington and North Abington, Mass.

If it proves up to expectations it will certainly be a desirable acquisition to the list of shrubs on ac-



*Salvia Greggii at Baker Bros.' Nursery, Fort Worth, Texas.*

count of its color which perhaps is best described as carmine and its long season of bloom.

Dear Sirs:

We enclose you one dollar. The journal is a very valuable paper, indispensable to any progressive nurseryman.

Yours very truly,

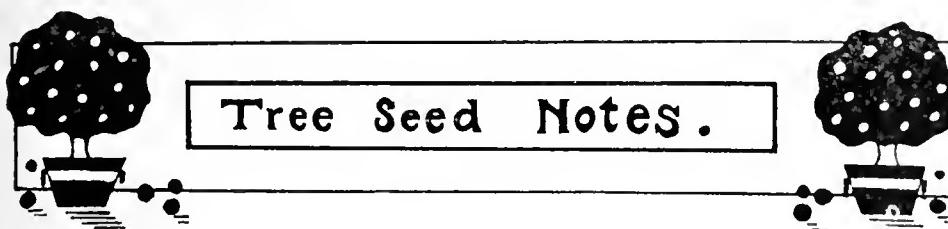
MARBLE CITY NURSERY CO.  
A. A. Newson.

Dear Sirs:—

Enclosed find money order for one dollar (\$1) for which please mail to my address "The National Nurseryman," for one year. I find the sample copy which you mailed to me everything that I have heard about it. I consider it one of the best papers in that line.

Yours respectfully,

EDWARD J. BANNISTER.



Since my notes, which were printed in the December issue, I have received further reports from the collecting fields. *Pseudotsuga Douglassi*, the crop of which had been reported good, has not come up to expectations, and there will be nowhere near sufficient to fill the demands. Some collectors, however, have some of the 1912 crop in stock, which according to reports tests about 85 per cent. good germinating quality. This is very good for one year old seed, and growers will not go wrong in planting it, if they are not successful in obtaining seed of the present seasons crop.

Latest reports also advise that the crop of *Abies concolor*, *Abies magnifica* and *Abies grandis* are a failure. One collector states that he collected a large lot of *Abies concolor*, and found upon making a test that only about 1 per cent. of the seed was of good germinating quality. This is not very pleasing for a man who has put in his time collecting the cones and cleaning the seed.

The crop of *Picea Engelmanni* and *Picea pungens* is also reported as being short. Collectors state that there were very few cones on the trees this year.

Later reports on the crop of French Pear seed state that there will be a small quantity of same, but not anywhere near sufficient to fulfill the wants of the seedling growers. The crop of Japan Pear is reported good, and information received says that the quality is fine. In accordance with this information, several large growers are ordering this seed to plant in place of the French seed which they are aware they will be unable to obtain.

Seedsmen may not have noted the United States Federal Legislation law, this year, prohibits the importation of Nursery stock by mail. Nursery stock includes tree and shrub seeds so it is therefore unlawful to import them by this method. Any one doing so is apt to have their stock destroyed at port of entry, and will thereby stand to lose more than had they ordered the stock to be shipped in by Express.

I would also call your attention to the fact that certain countries in Europe have not complied with the restrictions of the Department of Agriculture for shipping nursery stock into this country. Chief, among these, are Austria and Russia. In order to import stock from nurserymen and seedsmen in those countries, special permits must be obtained, and the stock or seeds must be inspected by a government official at the port of entry.

ARTHUR A. POWELL

### FOREST NOTES

The forests of Florida contain 175 different kinds of wood.

A good grade of excelsior is being made from fire-killed Alpine fir and Engelmann spruce in Colorado.

The forest products laboratory at Madison, Wisconsin, has made 4,000 tests on the strength of American woods.

Thirty different wood preservatives are in commercial use in the United States; many of them utilize creosote of one sort or another; others require chemical salts.

Last year the forest service distributed 116,000 basket willow cuttings: 15,000 to forest schools, 20,000 to agricultural experiment stations, and 81,000 to individuals.

More than 800,000 horsepower has been developed from streams on national forests under government regulation. This represents the output under conditions of lowest streamflow.

Florida buttonwood, a tree confined largely to the keys along the south coast, is very highly prized for use in cooking on ship's galleys. It burns slowly with an even heat and makes but little smoke or ash.

The gathering and selling of acorns is a new industry, in Arkansas, to supply eastern nursery firms with material for forest planting.

It is predicted that western yellow pine will furnish an excellent source of turpentine as the southern pine becomes exhausted.

While there are five hemlocks in the United States, only two are of any commercial importance, common hemlock and western hemlock. Of these two western hemlock makes the better lumber.

Trunk manufacturers in Colorado are abandoning the usual basswood and cottonwood for the trunk box, and are turning to Engelmann spruce, which combines lightness, strength, and ease of working.

There are seven spruces in the United States. Four are confined to the west; two to the east; while one, white spruce, has a continent-wide distribution.

Sawmill waste of Douglas fir, of which an enormous quantity is found in the western forests, is being used to make paper pulp by a mill at Marshfield, Oregon.

## PROPOSED PERMANENT EXHIBIT AT FRISCO

Nurserymen in all parts of the country are showing interest in the plan for a horticultural exhibit to last throughout the exposition at San Francisco in 1915. The idea is to make it a big general advertisement for the trades without direct boasting of individuals. At least twenty acres at the eastern end of the grounds, on Figueroa street, is the probable site of the display and is a most suitable one. Planting is expected to begin next spring in some cases, to make the best showing possible. The project is especially attractive to nurserymen, as their stock is by far the best adapted to a display to last so long a time. Those on the Pacific coast will no doubt be able to place the most elaborate exhibits, but nurserymen throughout the country should reap the benefit. The fact that both the American Association of Nurserymen and the Pacific Coast Nurserymen's Association may meet at San Francisco in 1915 should add interest and value to the displays.

The project seems to have originated among members of the Los Angeles Horticultural Society, and a committee of nurserymen and growers of that city are working to put the plan on a strong, practical basis. On the committee are Fred H. Howard, of Howard & Smith; Edward H. Rust, Theodore Payne, Jacob Dieterich, of Dieterich & Turner, and Charles Winsel.

## HAS FAITH IN THE FUTURE

R. M. C. Rohlfs, proprietor of the Alta Vista Nurseries, Davenport, Iowa, has recently purchased 40 acres of ground adjoining his nurseries, paying \$386 per acre, a record price for Scott County land.

It has very many features making it very valuable for the Alta Vista Nurseries. The soil is deep, black loam, underlaid with yellow clay and in a splendid state of fertility and has a frontage of 160 rods on a much traveled highway.

The Alta Vista Nurseries carry a general line of stock, specializing in shade trees and ornamentals and of late have been growing large evergreens, moving them with ball. In connection with the nursery business they also do landscape gardening work.

"THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR OCTOBER, 1913, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	OCTOBER—				TEN MONTHS ENDING OCTOBER—					
	1912		1913		1911		1912		1913	
	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values
<b>Plants, trees, shrubs and vines:</b>										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage	M 26 dut....	21,065	Dollars 218,867	9,191	Dollars 133,217	27	Dollars 1,447,915	265,069	Dollars 1,455,910	Dollars 172,298
All other.....	{ free <sup>7</sup> dut....	249,381	.....	254,676	.....	2,610	.....	12,895	.....	13,984
Total.....	.....	468,248	.....	387,920	.....	956,242	.....	1,033,288	.....	1,139,198
							2,404,767	.....	2,502,093	2,709,779

## MUST BE A WONDERFUL PRODUCTION?

The following was clipped from the daily press and is really very amusing if it were not for the fact that it shows an ignorance of plant life that is hardly credible in these days of school gardening.

### "NEW APPLE IS GROWN IN CANADA"

A new apple has been grown at the Dominion Experimental Farm, a seedling from several different grades of apples, including the Northern Spy, the MacIntosh, Fameuse, and Wealthy. It is the product of Prof. MacCoun, after 16 years of experimenting.

The apple in appearance is not unlike the ordinary eating apple, but in flavor it is not to be surpassed, says its inventor. Seeds from the Northern Spy, Wealthy and MacIntosh specimens were planted 16 years ago, and the young sprouts given the best of attention. In time the grades began to mingle.

The new grade is called the Niobe."

There is little doubt but that a noteworthy new apple has been produced and perhaps we should not judge the reporter too severely. These are the days of specialists and a horticulturist may be would not make a much better job of reporting an invention of something he was entirely unfamiliar with.

## COMMITTEEMEN SELECTED

James McHutchison, chairman of Tariff Committee of the American Association of Nurserymen has selected as members of this committee to act with him, Thomas B. Meehan, Dresher, Pa.; and John H. Dayton, Painesville, Ohio.

## CAN ANY READER GIVE THE FORMULA?

"Can you give me a formula for making grafting wax with which to wax grafting twine? The formula that I have either makes it too hard and dry or gummy." J. C. C.

## A BOUQUET FOR S. W. CROWELL

In renewing his subscription Mr. R. F. Caldwell, Barrington, R. I., says "The article on Roses in the last number is alone worth more to me than the whole year costs."

# SLOW AND POOR TRANSPORTATION OF NURSERY STOCK.

By CHARLES SIZEMORE, Chairman Transportation Committee, American Association of Nurserymen

Read Before the 24th Annual Meeting of the Western Association of Nurserymen, Kansas City, Mo.

Outside of the company that I am with, have no figures or statements that will show the delay or slow movements of nursery stock. Taking our own shipments as a whole, for the past sixteen years, in general have no complaint to make on the service we have received from the Transportation lines. Out of an average of twenty thousand shipments, annually, fully 95 per cent. goes through in record time and we do not consider it strange or anything out of the ordinary that 5 per cent. of that number is delayed or movement is not what could be expected.

Since being on the Transportation Committee of the American Association, complaints have reached me from various nurserymen about the slow movement of their shipments, but up to this time, have never been furnished with anything that would show the actual movement of such shipments, but it is more in the way of a general complaint. Desire to state here, as have stated before, that nurserymen, as far as possible, should route their shipments through to destination. Unrouted shipments are hard to trace, and generally do not receive the prompt movement that routed shipments do for several reasons. For an example, say that we would ship out of Louisiana on a certain date five or six thousand pounds of local shipments going to points in Oklahoma, that were located on the Santa Fe, Rock Island, Missouri Pacific and MK & T railways. If all of the shipments were routed via Kansas City in care of one line the tonnage would be enough that the railroad company would very likely give it car service to the first junction point in Oklahoma, where if the shipments were unrouted they might, on arrival at Kansas City, be distributed equally between the four lines mentioned and thus would not be enough to receive car load service, unless there should happen to be other miscellaneous freight going in the same direction.

Railroad companies have what might be termed a debit and credit system covering unrouted shipments. If the Union Pacific at Kansas City should deliver the Burlington quite a number of unrouted shipments, the Burlington in return, would deliver the Union Pacific a like proportion of shipments going the other way. Furthermore, should the Union Pacific fail to deliver a car or shipment to the Burlington at Kansas City, which was routed that way, they, according to the agreement, would be expected

to give the Burlington two unrouted cars or shipments to offset their failure to deliver the unrouted shipments.

Nurserymen generally know there are some lines that make much better time than others and in such cases, they can readily see why, it would be to their advantage to route shipments via that line. All railroads, as you know, have traveling representatives or solicitors and almost every other employee is expected to look out for the interest of the road. Therefore when one of their congenial traveling representatives comes around and keeps in friendly touch with the agent or freight clerks it is no more than natural that the said agent or freight clerk will throw the bulk of the unrouted business to his line, regardless whether the time is as good as some other line.

As far as possible, you should keep in touch with your shipments especially the larger ones and by so doing you could so improve the service, the smaller ones would be benefitted thereby. It is a well known fact, that the shipper who keeps close watch on the movement of his shipments will naturally get better results than those which are delivered to the carrier and left to their judgment.

Believe nurserymen, to some extent, are responsible for educating their patrons to expect too prompt a movement for their shipment with result that complaint is made, very often before the necessary time has elapsed for the shipment to go through.

Some of our Oklahoma shipments went through in three days, some in four, some in five, the bulk of them in six or a general average of less than five days, which no nurseryman can complain of. Several of the Nevada shipments went through in eight days, the Virginia in eight and ten, West Virginia five to seven, etc. The above figures give you an idea of the service that we received from the Transportation company this Fall, and on which no complaint could possibly be made.

## REFRIGERATOR CARS AND WHAT SHOULD THE MINIMUM BE?

Stark Brothers company received from their branch in Missouri and Arkansas twenty-five refrigerator cars the actual weight of which is shown below: 9600, 12,000, 16,000, 11,700, 13,000,

12,000, 15,600, 13,400, 15,000, 15,600, 15,300, 16,500, 16,200, 14,000, 13,100, 14,200, 13,900, 14,800, 12,900, 12,700, 16,400, 17,000, 15,400, 14,500, 20,700.

The total weight of same is 361,500 pounds which makes an average of 14,460 pounds per car. We were assessed on basis of 16,000 pounds per car, so you can see at a glance that if the nurserymen could secure a 14,000 pound minimum for refrigerator cars it would be about the correct basis. It might be possible to secure a 14,000 pound minimum but considering the nature of the stock and the time of year it is moved, it is very doubtful whether a minimum lower than 14,000 pounds would be considered.

As a matter of information, desire to state that the Western Classification Committee, which heretofore has held a summer and winter meeting during each year at different points in the country, at which time about sixty members of the committee would be present and five or six hundred shippers with as many or more petitions to be heard which generally occupied from a week to ten days, with a rush all the time and which plan was not very satisfactory but very expensive. Following the suggestion of the Interstate Commerce Commission and protest of some shippers, they have now established permanent headquarters in Chicago in charge of three expert railroad men, who are in session daily except Sunday thus a petition can be presented to them at any time, discussed and whatever may be decided upon, is then submitted to the various railroads, forming the committee, for their action. The new plan is on a business line and heartily supported by every shipper in the country and believe it will prove much more satisfactory than the old plan.

The Transportation Committee will take pleasure in furnishing information regarding Transportation matters or suggestions about how to overcome, as far as possible, annoying delays of nursery shipments as far as their other duties will permit.

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#### DOES CLIMATE AFFECT HARDINESS?

The fact that the Douglas Spruce, (*Pseudotsuga Douglassi*), the Blue Spruce of Colorado, and other evergreens of that State are quite hardy in the East, while practically the same trees growing on the Pacific Coast are not, is a practical illustration of what changes in the hardiness of trees can be brought about by climate. It may take ages to produce such changes or so long a time that for practical purposes we may say the degree of hardiness a plant may possess cannot be made to vary one way or the other. Still, it has been proven that there are plants from warm climates which, brought into colder ones, are not able at first to endure the cold, but which year by year do become capable of it. This has been demonstrated many times with trees both North and South. The various Hickories, Oaks, Ashes, Sweet Gum,

Elms and similar trees are native to both North and South, yet if brought North from far South, they are not proof against the cold, though set alongside of the identical species wild in the North. There will be some injury the first winter, less the next, and eventually the Southern one will appear to be as hardy as the native of the North.

To those who have watched such trees, the explanation of the difference in hardiness appears to be this; the Southern tree, knowing little of cold, continues growing later in the season than its companion of the North, so that the cold catches its unripened wood, injuring or killing it. In a few years, heeding its lessons, the growth ripens earlier, as in the Northern representative and then it becomes as hardy as the latter. Of this we have had practical experience and know it to be a fact. We may suppose that these trees, say a certain Oak or a Hickory, all started from a common center, spreading North and South increasing their distance apart as time passed and their degree of hardiness with it.

If we consider the Douglas Spruce already referred to, there is today very little difference apparent between the Colorado one and that of the Pacific Coast. Both are fast growers, the Pacific one the faster, but in color the Colorado one is not as bright a green. The chief difference is the hardier character of the latter. The Menzies Spruce of the Pacific, and the Pungens of Colorado at one time passed for the same thing, so much alike are they. The common Red Cedar, *Juniperus Virginiana*, brought from the far South and planted in the colder portions of the North dies from cold, though apparently differing in no other respect save hardiness.

The chief lesson to be learned from these examples is that by protecting Southern plants when brought North, they will change their habit of growth sufficiently to be able to endure more cold in the end, their tenderness in the first place arising from the character of the seasons where they had been growing, and not from inherent tenderness.—*Joseph Meehan in the Florists' Exchange*.

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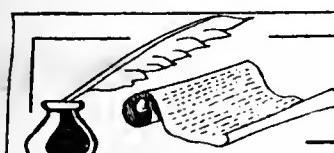
#### IMPORTANCE OF HUMUS AND HOW TO OBTAIN IT.

Humus is the decaying vegetable matter in the soil. The soil is composed of rock and vegetable material. The growing of crops for many years has taken out the original humus made by the decay of primitive vegetation on the earth. This process of mining the soil of its natural supply of humus has reduced its normal content and it is less productive. A large part of the farmers' problem in building up soils is to restore humus to it. Humus makes soil more friable or loose, so it is easily aerated. Humus is favorable for the life of bacteria in the soil, and bacteria is necessary to plant growth. Humus also

absorbs, and retains in the soil, water that is available for plants. The air in the soil is different because it contains more carbon dioxide. This added to the soil water increases its dissolving power and makes plant food more quickly available. One means of adding more humus to the soils is stable manure. The plant food in stable manure represents only a small part of the value. The organic matter or humus in it is valuable in the soil for the reason above stated. Sometimes humus is lost by allowing manure to burn in the pile.

Another way of getting humus is by a proper crop rotation. A short crop rotation will add the most humus. Plow under a heavy sod, every three to five years. In such rotation we can grow corn, clover, alfalfa, etc., that fill the soil full of roots.

Green cover crops that are sown as catch crops are also a means of getting humus. Sowing rye and vetch after an early crop has been harvested is a good practice. Sowing rye, when digging potatoes, is a good thing to do. I have analyzed the soil where this has been done for twelve years, and the analysis showed an increasing supply of humus. It is better to plow under leguminous crops as clover, peas, soy beans, etc., or sod made by these. Mr. Barron said in answer to questions, "sow about half as much vetch as rye for best results. Vetch is expensive and this is one obstacle in sowing it. Vetch will produce seed in New York. You can grow your own seed.—J. H. B. in "*The Indiana Farmer*."



### Review, Note & Comment.

A fire recently destroyed a barn which belonged to the Sherman Nursery Company, Charles City, Iowa. Thirty horses were lost.

There has been a rather large sale of *Berberis Thunbergii* seedlings to the trade this fall. The price of these has been from eight to ten dollars per thousand.

C. B. Snyder, 4523 Franklin Ave., Cincinnati, Ohio, writes: "We are very busy filling fall orders and for new beginners we are doing splendidly, with bright prospects for next spring."

A. Hamilton & Sons, Peach Belt Nurseries, Bangor, Mich., write: "Sales have been good and we don't expect to have much to offer at wholesale, except Duchess Apple and Gooseberry layers."

G. H. Townsend, 112 N. Webster street, Madison, Wisconsin, had an apple crop this year that was over

two thousand barrels and he will extend the planting next year, especially Raspberries, Cherries and Grapes.

Sunnyfield Nursery Co., Poughkeepsie, N. Y., Bankrupt. Edward K. Hass, Trustee, has filed a report and accounting and has paid to the creditors a first dividend of one per cent. This payment is but a very small portion of the debts of the company, but it is hoped that later a larger dividend will be paid.

We congratulate "*The Florist's Exchange*" on its 25th anniversary number issued December 13th. A journal of 147 pages, a work of no mean accomplishment. It is a splendid index of the wonderful strides made in our allied profession during the last quarter of a century.

May the progress be as good in the next.

We are glad to know that this fine collection of plants is going to be in such good hands as the Veitch nursery is famous all over the world and no doubt contains many rare and good things which it would be a distinct loss to horticulture if they were not kept together by an efficient management. America is to be congratulated on acquiring such a treasure.

Mr. John K. M. L. Farquhar, president of the Massachusetts Horticultural Society, who recently returned from London, reports that the Veitch collection of Lilaes and other plants, reputed to be the finest collection in England, has been purchased for the Arnold Arboretum, by the director, Prof. Charles S. Sargent.

D. W. Babcock, Manager, Atlantic Nursery, Berlin, Md., writes: "We have had fine weather here for nursery work. We have just completed lifting and storing over 50,000 Dahlia clumps, now digging and shipping large quantities of seedlings. Oaks, Black Locust, Catalpa, Oriental Plane and the Dogwoods are the leaders this fall with us."

Wick Hathaway, Madison, Ohio, writes: "I never had a finer trade. In fact my storage will not begin to be all occupied, owing to so much fall shipments."

Apple and Peach growing has attracted so much attention the past few years that the berry business has been overlooked. Unusual high prices for berries the past two years has probably caused a demand for berry plants and if all nurseries close up as well as I have there will be a shortage, if not higher prices than usual."

Griffing Bros., Grand Bay, Alabama, report that the nursery growing season has been an excellent one,

succeeding far beyond their expectations, in fact. The stock of home-grown Pecans, Satsuma oranges, camphor trees, roses and ornamental stock at Branch No. 6 is excellent. This branch has increased in less than two years to such an extent that the vice-president of the company, W. C. Griffing, will make his home there with the expectation of increasing this nursery to supply a large and rapidly growing section along the Gulf coast.

The largest and heaviest apple ever grown in the world has been raised this season in England—at King's Acre, Hereford. It is a Gloria Mundi. It weighs no less than 32½ ounces, and the announcement of its advent has created quite a sensation in the fruit world. This wonderful apple was grown in an eleven-inch flower pot, the tree producing six mammoth fruits at the same time. It was this very tree which bore the giant apple of 1910. Britain has the credit of producing the biggest, heaviest and highest-priced apples grown.

The Pacific Nursery company, recently organized in Sacramento, has taken over 14 acres in the very center of the reclamation project at West Sacramento, California, and will conduct one of the finest nurseries in the west. This property was used by the development company as an experimental farm the first year to demonstrate just what the soil would produce. More than 85 different kinds of plant life, including every known vegetable and small fruit that thrive in California were successfully grown on this farm. It was the success of the experimental station that attracted the attention of those who formed the new nursery company.

### Answers to Correspondents

A telegraphed B to quote prices on certain nursery stock f. o. b. nurseries. A and B both being familiar with the usual shipping terms as stated in most trade lists, the question at issue is, should A pay baling charges? B having quoted prices as requested.

The general accepted meaning of the letters f. o. b. is free on board, so that if A telegraphed B to quote prices under these conditions A could expect to receive quotations that would cover all charges for the goods delivered on board the cars. This is the usual understanding we believe among all trades and especially so in the nursery business. Of course, it is customary for the nursery trade to charge for packing but when quotations are asked f. o. b. these should be included in the quotations.

Nov. 20th, 1913.

I herewith send check for renewal to your most valuable paper. I enjoy it in every particularity and do not want to be without it. Have had a good fall trade.

With best wishes, I am, Dear Sirs,

Very faithfully yours,

JOHN M. WISE,

Freeport, Illinois.

Be sure and send October and November issues, subscription expired I think with September.

### Surplus Sale

Blackberry Root cuttings and plants, Blue Berry plants. Grimes, Golden and Staymen Apple and Garber Pear trees. Extra fine stock at half price. We need apple grafts, Roses, Cherry and Plum trees

**GRAY'S NURSERIES, R 4, Salem, Ind.**

### Wanted

Myraholan and Mahaleb cherry stocks to grow on contract by a thoroughly experienced grower. Have soil that is especially adapted to their growth and can guarantee best results. Write for particulars. "Grower" care of National Nurseryman.

### Wanted

by a well-known Eastern nursery, experienced working foreman; one who thoroughly understands growing a general line of stock. Good opening to right party. Please reply, stating age, wages wanted, experience, etc., to FOREMAN, care of NATIONAL NURSERYMAN.

### Champion Nurseries

Perry, Ohio

Have surplus in Catalpa Bungei one and two years. Cut Leaf Birch 5 to 6 feet. Root Cutting Blackberry Plants. Light Peach fine as ever grown. Italian Prunes and other Plums. Also general line of Nursery stock.

**H. J. Champion & Son, Perry, Ohio**

**S**ALES and Advertising Manager is looking for a position with some reliable nursery house. Six years experience as sales and advertising manager for one of the largest and most progressive nurseries in the country. Practical experience for several years on packing grounds. Have designed and written some of the most attractive and up-to-date booklets and mail order catalogs published. Wide acquaintance among the fruit growers and farmers. Can take charge of all correspondence such as would pass between buyer and seller. "Sales," care of The National Nurseryman, Rochester, N. Y.

**G. L. Welch & Co.***Fremont, Nebraska,***SURPLUS**

In Ash, Elm and Box Elder Trees and Seedlings. Will made low prices now.  
Ask for Surplus list and prices.

**Foster-Cooke Co.****Nurserymen***Fredonia, N. Y.*

Growers of

**Grape Vines, Gooseberries  
and Currants**

One and two years old. Graded up to the highest standard. Our stock never looked better. Write us for catalog. Send us your list of wants. Our prices are right, our stock A No. 1.

**P. D. BERRY****WHOLESALE NURSERYMAN,**

is offering the trade for 1914

Red, Black, Yellow, and Purple Raspberry Plants; Blackberry; Dewberry; Downing, Pearl, Josselyn, and Houghton Gooseberry Plants, one and two year, No. 1; 150,000 Rhubarb, one and two year, No. 1, whole roots and divided; Horseradish Sets; Gooseberry layer plants of Downing, Pearl, Josselyn, Houghton, and Mt. Seedling. An extra large stock of Blackberry Root Cutting Plants for late fall shipment. Trade list ready.

No trouble to price your list  
of wants any time by letter.

P. D. BERRY,  
Dayton,

Ohio

**Clifton Hill Nursery**

DALTON, MO.

Apple—we have fine lot of apple for this season's trade; they are the best we have ever grown; none better on the market.

Apple scions, fine as you ever saw.

Always pleased to quote you prices.

**Spagnum Moss**

Car Loads Cheap

Z. K. JEWETT CO., Sparta, Wisconsin

**50,000 Transplanted Shrubs**

In all sizes, from lining out stock to large specimens 6 ft and over. Stock carefully graded and first class in all particulars. Prices are so low they are almost given away. Were recently dug to clear ground, and ready for shipment. Purchasers unable to take present delivery we will hold for Spring shipment. Write for list and mention this paper.

**Palisades Nurseries Inc.,**

Sparkill, (Rockland Co.,) N. Y.

**SPRING 1914**

We beg to offer the trade the following nursery stock subject to being unsold on receipt of order.

11-16 and up	$\frac{3}{4}$ to 11-16	$\frac{1}{2}$ to $\frac{3}{4}$	Duchess	Apple	2 and 3 yr
4000	6000		Baldwin	"	2 and 3 yr
1000	1000	1000	Maidens Blush	"	2
360	260	180	Yellow Trans	"	2
300		300	Grimes	"	2
600	1500	1000	Nor Spy	"	2
500	500	500			
$\frac{3}{4}$ and up	$\frac{5}{8}$ to $\frac{3}{4}$	$\frac{1}{2}$ to $\frac{3}{4}$			
1500	2000	1320	Kieffer Std Pear	2 yr	
			20,000 Dowing rooted	Gooseberry layers	
			5000 Red Jacket rooted	Gooseberry layers	

Standard Grades

Low Prices

A. Hamilton &amp; Sons,

Bangor, Mich.

# Bobbink & Atkins

Nurserymen and Florists

## ROSES

2 1-2 in. for lining out;  
4 in. for short lists.

Own Roots

THE LEEDLE FLORAL COMPANY®  
SPRINGFIELD·OHIO.

## Baggett & Bond Nursery Co.

O. V. BOND, Proprietor

Greenbrier, Tenn.

We will have to offer for Spring 1914  
A FINE LOT OF JUNE BUDS AND YEARLING APPLES  
Write us for our prices

## Scions,

for sale, from tested bearing  
trees. Winesap, Stayman,  
Grimes, Black Ben, Rome,

Wagner, York. Delicious, Black Twig, and all the  
varieties of the Southern belt.

CATOCTIN ORCHARD CO. Inc., Leesburg, Va.

LET ME QUOTE YOU prices on all Conifers and Broad-  
leaved Tree and Shrub Seeds. Guaranteed fresh, true  
to name and good germination.

J. F. Von Hafften, Consulting Forester

Winfield Junction, L. I.

## GRAPE CUTTINGS

Chas. C. Nash, Three Rivers and Kalamazoo, Mich.

## ARE YOU INTERESTED

IN choice young ornamental nursery stock for transplanting, lining out, or mail orders? If you are, get next to our *Trade List* of real bargains in Oriental plane, Nut Seedlings, Oaks, Ash, Catalpa Speciosa, Maples, Honey and Black Locust in large quantities, besides hundreds of other varieties both deciduous and evergreen. Peach Trees, Dahlia Roots, etc.

## ATLANTIC NURSERY CO., Inc.

BERLIN, MD.

WANTED Tree Seeds of all Kinds



EVERY SATURDAY

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Under this title we publish the most reliable, progressive and up-to-date trade paper in the country, with departments covering the **Nursery, Florist, Seed Trade and Allied Industries.** With a paid up subscription and distribution list of 9000 copies, nearly every copy of which is to men in business for themselves the worth of our columns will be readily appreciated. The editor of our **Nursery Department** is and has been for years, JOSEPH MEEHAN, of Philadelphia.  
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## RUTHERFORD, NEW JERSEY

Palms and General Decorative Plants,  
Conifers, Shade and Ornamental Trees

INSPECT  
INVITED

## ROSES

First-class plants, all new  
varieties Write for list  
and prices.

Julius Hansen Rose Nursery, Pinneberg, Germany

## NURSERY BOX LUMBER

We furnish a fine quality of yellow pine which is very light weight, exceedingly strong and makes the best looking box on the market.

W. F. BAKER, 320 N. 2d St., Council Bluffs, Iowa

## Peach Trees and Strawberry Plants

all leading market sorts for Spring, 1914

MYERS & SON, - Bridgeville, Del.

## H. Den Ouden & Son

The Old Farm Nurseries Boskoop, Holland  
**Rhododendrons and Azaleas**

Write for Complete Wholesale Catalogue

A Large Stock of  
Apple, Pear, Cherry and Peach  
Grape Vines, Blackberry and  
Raspberry Plants

And a general line of ORNAMENTAL TREES and SHRUBS. All stock clean and thrifty, the best that can be grown.

T. B. WEST, Perry, Ohio

## NAVARRE

7th Ave. and 38th St.  
300 feet from Broadway  
From Grand Central Station,  
7 Blocks

HOTEL NEW YORK Penna R. R. Sta., 4 Blocks  
CENTER OF EVERYTHING A room with bath \$1.50  
Other rooms with bath

350 Rooms Baths 200 \$2.00 \$2.50,

Cuisine A La Carte) Music Rooms for two persons \$2.50, \$3.00

SEND FOR COLORED MAP OF NEW YORK

EDGAR T. SMITH

Managing Director

Let us book your subscription now, to the "National Nurseryman," so you will receive all of the 1914 numbers.

# Salvia Greggii

New, Hardy, Everblooming  
Red Flowering Shrub :- :-

A Native of the Cold, Arid  
Mountains of West Texas

Extremely hardy. Has withstood a temperature of ten degrees below zero. Is a great drouth resister. It flourishes and blooms profusely in the hottest and driest weather. It is as near an everblooming plant as we have ever seen. It begins to bloom in early spring soon after growth commences. The blossoms literally cover the plant for two months or more. Then for a few months it does not bloom so freely, but is perhaps never without some flowers. In the fall it puts on another full crop of blossoms that continue till long after the early frosts have set in. It requires a killing freeze to check its flowering.

The color is an indescribable lovely shade of red. It is a dark soft cerise crimson, much the color of a well grown American Beauty rose. It has none of the harsh, glaring shades of the Salvia splendens. The beautiful color is perhaps the most attractive feature of this novelty.

It is a hard-wooded shrub. Grows three to four feet high and three to four feet wide in a compact globe, very full and neat in appearance. It is beautiful when massed in a solid bed, and is as useful as the Spirea Van Houttei for bordering shrub beds. It is not so tall, but as compact and graceful as the Spirea, and in addition it is a blaze of beautiful red nearly all the season.

The very important question as to where it will grow has not been fully demonstrated, though we are fully convinced it will succeed in nearly every state of the union. Young plants in Philadelphia, Pa., Lexington, Mass., North Abington, Mass., and Parsons, Kansas, went through last winter in the open ground without protection. We have never heard of their being damaged by the cold weather anywhere, but we do not know of their being exposed to anything colder than ten degrees below zero.

FOR PRICES, ADDRESS

Baker Brothers Company  
Fort Worth, Texas

## English Nursery Stock----Manetti Rose Stocks

Orders booked now for Fall delivery. Regular quantities supplied to the States.

### Special Prices This Year

1 year splendidly rooted stocks from sandy loam, none better imported. Also an extensive stock of HARDY RHODODENDRONS, best known American kinds, especially grown for the Trade.

AZALEAS and other American plants. HARDY CONIFERS, ORNAMENTALS and SHADE TREES, ROSES, FRUIT TREES and FRUIT TREE STOCKS, TRANSPLANTED FOREST TREES, Etc., Etc.

Always ready to give the best attention to orders and enquiries.

### Thirty Years' Successful Trading in the States

No Agents. Write direct for Wholesale Catalogue to

WALTER CHARLES SLOCOCK, Goldsworth Nurseries, WOKING, Surrey, England

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P-W-R

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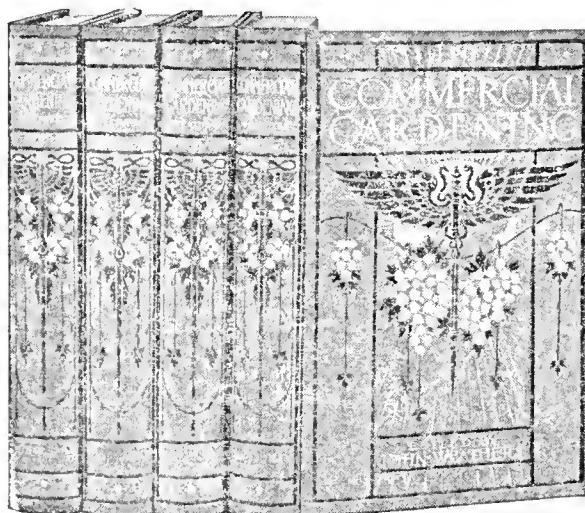
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# COMMERCIAL GARDENING

IN FOUR BEAUTIFUL, ILLUSTRATED VOLUMES

By JOHN WEATHERS and 20 other Experts

## A Message to Readers of the National Nurseryman

This work is so unusual that we have hastened to make arrangements with the publishers whereby our readers can obtain the complete work on very favorable terms because we know that

Every reader of the National Nurseryman  
will find it interesting and profitable

It explains how to grow, what to grow and where to grow. It is "commercial" in the real sense because it tells the practical man how to make more money plants, flowers, fruits, vegetables, shrubs and trees for market. It is the best of the experience of the best English writers. It gives a thorough grasp of

The business side of plant growing

The National Nurseryman,

Not only the large grower will find it helpful, but the language is so untechnical, straightforward and practical that it is also

Invaluable to every private grower

The illustrations are profuse and produced with that thoroughness and beauty for which British books are famous. Two composite cardboard models of the cabbage and potato in natural colors are presented to each subscriber.

The complete set of four volumes will be sent to you for only \$1.00 down and \$2.00 a month for seven months or until \$15 is paid.

Further particulars on request.

Rochester, N. Y.

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We have a splendid stock of  
**Grape Vines**

and other small fruit plants for the Nursery trade, graded up to the highest standard and sure to please you.

Give us a trial order, send in your list now for quotations

**WILLETT & WHEELOCK**

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**T. S. HUBBARD CO.**

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The longest established and best known growers of

**GRAPE VINES**

And the largest stock in the United States  
AGAWAM LUTIE  
BRIGHTON MOORE'S EARLY  
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DIAMOND WOODRUFF RED  
EATON WORDEN  
GREEN MOUNTAIN  
and all other old and new varieties which we think worthy  
of general cultivation

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BLACK CHAMPION ZOMONA  
BLACK NAPLES RED DUTCH  
CHERRY VERSAILLES  
FAY'S PROLIFIC VICTORIA  
LEE'S PROLIFIC WHITE DUTCH  
NORTH STAR WHITE GRAPE

and many other well known varieties. Also a large stock of  
President Wilder and White Imperial.

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A fine stock of leading varieties. One and two years.

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The largest and best stock of root-cutting plants in this country. SNYDER in great quantity. Our blackberry plants are as well furnished with fibrous roots as our well-known grape vines.

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This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, 75 cents. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

**Editors of the "H. A."** LOWDHAM, NOTTS,  
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DERRY, NEW HAMPSHIRE

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**BY THE MILLIONS**

Arbor Vitae	Jack Pine
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Black Hill Spruce	Pinus Ponderosa
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All sizes. Ask for prices.

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Also the following **APPLES** in 1-2 in., 5-8 in.  
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## FRANKLIN DAVIS NURSERY COMPANY

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We offer for Spring 1914: High Grade Stock.

General Line:

Peach, Apple, Pear, Cherry, Plumb, California Privet in 1 and 2 year fine stock.

Oriental Planes, Norway Maples, American Elms, Silver Maples, Horse Chestnuts, Etc.

Will make prices right on Peach and Privet in carload lots for early orders.

### Send Us Your List of Wants

#### Raffia

Red Star Brand Raffia is the most satisfactory brand on the market. Guaranteed high class quality at a reasonable price. We can also supply other brands. Send for our Price List.

#### Fruit Seeds

We will have our usual supply: Mahaleb Cherry; French, Japan and Kieffer Pear, Myrobalan Plum, French Crab Apple, and Quince Seeds to offer this year. Mazzard Seeds are very scarce. All orders for fruit seeds should be placed early.

#### Tree Seeds

A most complete assortment of Evergreen and Deciduous Tree and Shrub Seeds. All seeds fresh and of good germinating quality. New catalogue ready.

#### Small Stock for Lining Out

We are booking orders now for Spring delivery. Let us know your wants.

#### Ornamental Nursery Stock

Write for Trade List.

## Thomas Meehan & Sons

Wholesale Nurserymen and Seedsmen

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PENNSYLVANIA

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## Forest Trees Fruit Stocks

Shipment of over 200  
Million of Trees  
Annually

Largest  
FOREST TREE  
NURSERIES  
In Europe

Please write for Catalogue  
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HALSTENBEK No. 152

Near HAMBURG, GERMANY

## French Fruit Stocks

MAHALEB, MYROBOLAN, MAZZARD,  
QUINCE, APPLE, PEAR 1 Year Transp.

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Large Stock of Norway Maples

From 4 to 12 ft.

Schwedleri Maple 5 to 8 feet, Cornus Elegans  
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RIVERS PURPLE BEECH, 1 to 3 feet, grafted  
VIBURNUM PLICATUM, 1½ to 2 feet.

EVERGREEN SEEDLINGS AND  
TRANSPLANTS

HEMLOCKS 10 to 12 ins., Transp'd.

General Assortment of Hardy Shrubs

ALTHAEA, SPIREAS, HYDRANGEA,  
DEUTZIA,

PRIVETS, WEIGELA, etc., All sizes

HERBACEOUS PAEONIES, LOW PRICES  
MANETTI AND GRIFFERIE CUTTINGS,

BRIARS, POLYANTHA, RUGOSA,  
SEEDLINGS

ROSES, MOSS, HYBR. PERP. CLIMBERS

TEAS AND HYBRID. TEAS

WRITE FOR ENGLISH TRADE LIST.

Desfosse-Thuillier Fils & Co.  
Orleans

No Agents



ESTABLISHED 1893

# THE NATIONAL NURSERYMAN

INCORPORATED 1902

The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.00 per year in advance

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### THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated

Livingston Building, Rochester, New York.

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- - - OF EUROPE - - -

Firma Halstenbek  
**H. H. PEIN** Germany

Evergreen and Deciduous Tree Stocks. Apply for list to our Sole American Agents:

**August Rolker & Sons**  
51 Barclay Street or P. O. Box 752. NEW YORK

### THAT COMPETITOR

of yours puzzles you. REASON: he knows us and you do not, or he knows us better. If you wish to be as successful, better get our prices; we take care of the quality. Don't delay, we are ready to wait on you.

### KALLEN & LUNNEMANN

Boskoop

Holland

## LILAC GROWERS

Orders are booked now for spring shipment of our new lilac, Hugo Koster (the blue Mary Legraye). First time in the trade. Color photo and description free on application. Special price on strong bushy plants.

**M. KOSTER & SONS, Boskoop, Holland.**

### TREE SEEDS

Large assortment of Tree, Shrub and Fruit Seeds for ornamental and forestry purposes. Send for catalogue.

**CONYERS B. FLEU, Jr.**  
Germantown, Philadelphia, Pa.

### P. OUWERKERK,

No. 216 Jane St., Weehawken Heights, Hoboken, N. J.  
Rhododendrons, Clematis, H. P. Roses, Hardy Azaleas, Paeonies, Magnolias, Box Trees, Fancy Conifers, Hydrangeas and Shrubs, our specialties at our HOLLAND NURSERIES. Some of the goods on hand here during the packing season.

## Northern Grown Nursery Stock

We Grow a General Assortment of Trees, Shrubs, Vines, Roses and Herbaceous Perennials, Etc.

Prices Reasonable. Wholesale Trade List for the Asking.

**The Bay State Nurseries, North Abington, Mass.**

### EASTERLY NURSERY CO.

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Offer for Spring, 1914

One and two year Apple; One year and June Bud Peach, California Privet, in car-load lots. Also Magnolia, Grandiflora, Arbor-Vitea, Norway Spruce, Md. Plantier, and Baltimore Bell Roses. Ask for prices.

### WANTED

Nurseryman to take charge of small commercial place. Must be thoroughly familiar with propagating and growing ornamental shrubs and evergreens. Good opening for the right man.

P. O. Box 149, Birmingham, Ala.

## LEVAVASSEUR & SONS,

*Nurseries at Ussy and Orleans  
FRANCE*

Wholesale Growers of Fruit Tree Stocks, Ornamentals, Evergreen Seedlings, etc. Best Grading Quality, and Packing. Largest shippers to this country. All leading nurserymen are our regular customers. Orders booked now for delivery for season 1914 at open prices, so as to secure quantities. For further information address our

American Agents, AUGUST ROLKER & SONS, New York, 51 Barclay Street or P. O. Box 752.

When writing to Advertisers please mention The National Nurseryman.

# Twenty-Four Hours a Day Our Schedule to Fill Orders



EVIDENCE that the products of the Mount Pleasant Press pay the user is found in the extremely heavy demand this season for catalogues and other selling literature. The business during the past five months has been the heaviest in our experience. The output in November far surpassed that of any preceding month. All departments are working extra hours, and some of them will continue to run twenty-four hours a day for the next six weeks.

For a good many years we have contended that McFarland-made catalogues produce business because we put into them more than mere paper, type and ink. Our contention has been supported by the experience of our customers, frequently against the competition of prices necessarily lower than ours, because less efficient service is included. Each season has seen a pleasing addition to our list of customers, attracted by reason of our proved ability to increase the business and the profits of capable nurserymen and seedsmen.

## WE CAN TAKE YOUR CATALOGUE NOW FOR SHIPMENT IN FEBRUARY OR LATER

Our twenty-four-hour operation will clear the decks in January. Tradesmen who issue catalogues later can with advantage discuss them with us right NOW. We can provide, in time for early February delivery, the services of experts to write, illustrate, engrave and print the selling literature required. If you furnish us with a list of the stock you offer, with prices, we can supply the needed introductions and descriptions, relieving you of some of the details involved in making a catalogue. We can NOW begin preliminary work on designs and copy, and when these are finished the other departments will be ready to take care of their part of the production of a first-class catalogue. BUT, we must have time to think, plan, design and construct; therefore, NOW is the time to begin. Color work, in which our production is said to lead the world, cannot be hurried—we won't even try to "rush" it.

## THE McFARLAND PUBLICITY SERVICE PREPARES EFFICIENT ADVERTISEMENTS

Every year more farmers are planting fruit trees and berry plants. Every year more owners of suburban homes are buying ornamental trees and shrubs. If you want your share of this new trade, you must advertise in the mediums that reach these people. The McFarland Publicity Service specializes in advertising "things that grow," and will plan the campaign, write and illustrate the copy, place the advertising with mediums selected as maximum producers, and prepare a follow-up that will fit into the selling plan.

IF YOU WANT A BETTER CATALOGUE THIS SPRING, WRITE US  
WRITE US IF YOU WANT TO DO A BIGGER BUSINESS THIS YEAR

J. HORACE McFARLAND COMPANY

The McFarland Publicity Service

MOUNT PLEASANT PRESS · HARRISBURG, PA.

## I AM AGAIN ON THE JOB

UPSET by overwork last spring, I have loafed all summer, and finished by an ocean trip to blow the last bit of weariness out of my lungs. My folks at the Mount Pleasant Press have been mighty good to me, for they have done my work and their own—and some of my work they have done better than I could have done it. My doctor has my solemn promise to stick to my own business for a year, and I'm sticking! So I'm right here, for whatever I'm good for; and my foreign trip has filled me up with ideas. I'm on the job!



A handwritten signature in cursive script, reading "Horace M. Farland". The signature is written in black ink on a white background, enclosed within a thin rectangular border.

# ORNAMENTAL STOCKS

NURSERIES  
420 ACRES

## WE GROW

**FRUIT TREE STOCKS**—All Sizes.  
300 varieties of Conifers, 1 to 4 years old.  
1200 varieties of Ornamental Trees and Shrubs, 1 to 3 years old.  
1600 varieties of New and Old Ornamental Trees & Shrubs in all Sizes.  
250 varieties of Climbing Plants.  
400 varieties of Conifers, 1 to 4 feet high.  
400 varieties of Perennials.  
800 varieties of New and Old Roses.

We Have No Agents.  
Write direct to us and  
ask for **WHOLESALE  
CATALOGUES**

16 Route d'Olivet

## BARBIER & CO.

Orleans, France

## LOUIS LEROY'S NURSERIES CO.

OF ANGERS (France)

L. LEVAVASSEUR & L. COURANT, Proprietors-Directors.

Established 1795

## French Fruit Tree Stocks and Ornamental Stocks

Export Exceeds 25,000,000  
Stocks Annually

Wholesale Growers and Exporters of High-Grade Nursery Stocks: Such as

Pears, Apples, Mahaleb, Maard Myrobolan and Angers  
Quince Stocks. Forest Trees (Seedlings and Transplanted).

Evergreens, Ornamental Shrubs, Manetti, Multiflore and  
Roses. Also a full line of Ornamental Stocks.

FOR WHOLESALE CATALOGUES AND PRICE LISTS, ADDRESS US, OR OUR

American Agent, H. FRANK DARROW, New York, 26 Barclay Street, or P. O. Box 1250

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**Try It Yourself For 10 Days Without Deposit**

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The DAUS' IMPROVED TIP TOP DUPLICATOR is the result of  
25 years' experience and to-day is used and endorsed by thousands of busi-  
ness houses and individuals, including prominent Railroad and Steamship  
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Our negative rolls now have our new "DAUSCO" OIL PARCH-  
MENT BACK, giving additional strength and efficiency.

100 Copies from pen-written and 50 copies from typewritten originals  
— Clear, Clean, Perfect.

Complete Duplicator, cap size, Price \$7.50 less special discount of 33 $\frac{1}{3}$  per cent. **\$5.00**.

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Wholesale Forest and Agricultural Seed Establishments

## DARMSTADT, GERMANY

Established 1789

For the Production of Evergreen Tree Seeds

Seed Desiccating (Coning) Establishments

SPECIALTIES

## Evergreen Tree Seeds Fruit Tree Seeds Deciduous Tree Seeds

All Guaranteed New Crop. Excellent Qualities and of Reliable Growth.

For Prices Please apply to

MESSRS. LOEWITH LARSEN & COMPANY  
150 Nassau Street, New York

When writing to Advertisers please mention The National Nurseryman.

# Your Order for Harrison's Trees Should be Placed Now---Don't Wait

We believe this is going to be a "fruit-tree-planting spring." The crop of apples last fall was below normal, and growers received good prices for what fruit they had. The man who doesn't own an orchard will want some of that money, but he must plant trees to get it.

We have a stock of splendid Apple trees in the leading varieties--Staymen's, Baldwin, York Imperial, Winesap, Yellow Transparent, and can furnish one-year or two-year trees as you may require. Don't think that these 5 sorts are ALL we have, for we can supply nearly every kind for which there is a call. If you will send us a list of the kinds you need we will tell you what we can do.

## We Will Hold Your Order for Spring Shipment

It will be a wise thing for you to make up your list of requirement now, and send it to us. We can make reservation for you and ship when the weather will permit or on your instructions. If you fill your orders with Harrison trees you can guarantee that the stock is right—we back up the guarantee.

### APPLES—1 year Budded

	5-6 ft.	4-5 ft.	3-4 ft.
A. G. Russett	50	1/2	
Alexander	500	500	400
Baldwin	70	100	50
Ben Davis	25000	20000	10000
C. R. June	600	400	200
Dominie	75	100	50
Early Harvest	100	100	25
Early Ripe		400	125
Early Strawberry	100	100	25
Fallawater	25	50	0
Fall Pippin	125	100	50
Fourth of July	75	50	25
Gano	1000	1250	750
Gravenstein	600	900	400
Grimes Golden	4000	4000	2000
Hubbardston	25	50	15
Jonathan	6000	5000	4000
King	500	600	250
Lawyer			15
Maiden Blush	100	125	75
M. B. Twig	20000	20000	2000
McIntosh	6000	9000	2000
Missouri Pippin	50	20	12
Myrick	75	50	25
Nero	1000	1500	500
N. W. Greening	400	200	75
Opalescent	125	100	25
P. W. Sweet	200	400	10
Rambo	500	250	75
Red Astrachan	1000	1000	400
Rome Beauty	4000	4000	1000
Summer Hagloe	100	100	75
Smith's Cider	100	100	50
Smokehouse	400	250	20
Spitzenburg	125	125	75
Stark	2000	2000	700
Stayman's	20000	20000	10000
Strawberry (Chenango)	75	75	75
Sweet Bough	50	50	20
Tallman Sweet	200	200	100
White Pippin	15		
Wagner	125	125	100
Wealthy	2000	2500	1250
Wm. Early Red	300	400	1000
Winesap	2000	4000	1200
Winter Banana	200	100	100
Wolf River	1250	2000	500
Yellow Transparent	2500	2000	1500
Yellow Bellflower	125	150	50
York Imperial	2500	2500	1200

### CRAB APPLES—1 Year

	5-6 ft.	4-5 ft.	3-4 ft.
Golden Beauty	50	1/2	25
Hyslop	20	100	100
Martha	10	50	25
Transcendent	75	100	100

We can supply all reasonable demands for Harrison's Extra 2 year budded Apple Trees, in all the well-known leading varieties. Write for special prices.

### PEACHES—1 Year

	6-7 ft.	5-6 ft.	4-5 ft.	3-4 ft.
Crawford Late	200	1000	2500	4000
Ellerta	2000	500	4000	5000
Yellow St. John	100	700	800	900

This is only a part of our list of Peaches. We grow all the varieties your customers will ask for. Write for prices.



A York Imperial Apple Tree that was started in Harrison's Nurseries.

### STANDARD PEARS

1 Year.	5-6 ft.	4-5 ft.	3-4 ft.	2-3 ft.
Bartlett				1000
Kieffer	10000	10000	10000	
2 Year	1 in.	6-7 ft.	5-6 ft.	4-5 ft.
Bartlett				1000
Kieffer	2000	5000	5000	5000

Write for special prices on 2-year Kieffer Pears.

### DWARF PEARS

1 Year.	5-6 ft.	4-5 ft.	3-4 ft.	2-3 ft.
Bartlett				200
2 Year	5-6 ft.	4-5 ft.	3-4 ft.	2-3 ft.
Bartlett			75	500

### CHERRIES

2 Year	1 in.	6-7 ft.	5-6 ft.	4-5 ft.	3-4 ft.
Early Richmond	250	1500	1000	300	100

### GRAPES

10000 Concord—3 year.  
2,500 Moore's Early—3 year.

**J. G. HARRISON & SONS**  
**BERLIN**      PROPRIETORS  
**MARYLAND**

Designed and written by The McFarland Publicity Service, Harrisburg, Pa.

Press of Robinson Publishing Company, Hatboro, Pa.



# THE NATIONAL NURSERYMAN



FEBRUARY, 1914

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

OFFER A GENERAL LINE OF

## Choice Nursery Stock

### CHERRY and STD. PEAR

of Extra Fine Quality.

If you are in the market for superior trees write us for prices.

I. E. Ilgenfritz' Sons Co.

MONROE, MICH.

## THE JEWELL NURSERY CO.,

Wholesale Nurserymen

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

Everything in the line of Nursery Stock suited to Northern culture.

*Let us figure with you*

## MOUNT ARBOR NURSERIES

E. S. WELCH, Proprietor

136 Center St., :: Shenandoah, Iowa

Make a Specialty of a Complete Line of High Quality  
Nursery Stock for WHOLESALE TRADE

APPLE TREES—We wish to call special attention to the finest lot of Apple we have ever grown; none better on the market.

BLACKBERRIES—Large stock root-cutting plants.

ORNAMENTALS—A select lot of Silver Maple, 2 to 2½-in., 1½ to 2-in. grades; Ash, Box Elder, Linden, American Sycamore, Horse Chestnut, Catalpa, Poplars, Norway and Sugar Maple.

PRIVET—California, Ibota, Amoor River North.

CRIMSON RAMBLER ROSES

APPLE GRAFTS—Any style made to order; machine wrapped; quality guaranteed; none better.

ASK FOR SPRING TRADE LIST.

Always pleased to quote your wants.

## WATCH OUR BULLETINS



IF NOT ON OUR MAILING LIST  
WRITE US



C. R. BURR & CO.,  
MANCHESTER, CONN.

Now is the time to place your orders for

# Direct Importations

from European Nursery Centers

## FRENCH FRUIT STOCKS

Apple, Pear, Myrobalan, Mahaleb, Mazzard Seedlings, Manetti, Multiflora and Quince stocks. Also full line of Ornamentals for lining out, from Vincent Lebreton's Nurseries, Angers. Best packing and grading. February shipment from France.

## Boskoop, Holland, Nursery Stock

Boxwood (pyramids, bushes, standards, ball-shape, etc.). Roses, Tree Roses, Rhododendrons, Azaleas, Magnolias, Koster Blue Spruce, Evergreens, Hydrangea P. G., etc., etc., from Schaum & Van Tol, Boskoop.

## DECIDUOUS TREES

Norway and Schwedler Maples, Tilias, Elms, Chestnuts, Oaks, Planes, Thorns, etc., etc., etc., straight stems and good roots, careful selection, best packing from Union Nurseries, Oudenbosch, Holland.

Besides representing the above firms as Sole American Agents, we import to order

## FROM JAPAN AND ENGLAND

English Manetti, Gooseberries 2 and 3-yr. (Whinham Industry, Whitesmith, etc.), Japanese Nursery Stock and Lilies.

**BAY TREES.** Standards, Pyramids and all shapes from Belgium, Fall or Spring shipment.

**RAFFIA.** Red Star Brand and four other grades; also dyed Raffia in 20 colors.

**WRITE US** for catalogs, special lists, etc., stating the class of stock you are interested in.

**SHIPPING.** We have our own Custom House Dept., with shipping connections at Havre, Hamburg, Rotterdam, Antwerp, Southampton, etc.

**McHutchison & Co.,**

17 Murray St.  
New York

The Import  
House

When writing to Advertisers please

## ORIENTAL PLANES—All Sizes

From 1 $\frac{1}{4}$  to 2 $\frac{1}{2}$  inch Caliper

Carolina Poplars Lombardy Poplars Sugar Maples  
Double Flowering Japan Cherries  
Weeping Japan Cherries Flowering Apples

7,500 Kieffer Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
1,200 Kieffer Pears, 4 to 6 ft.,  $\frac{5}{8}$  to  $\frac{3}{4}$  in.  
2,500 Rossney Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
3,000 Yellow Transparent Apples, 11-16 in. and up  
10,000 York Imperial Apples, 11-16 in. and up  
15,000 Stayman's Winesap Apples, 11-16 in. and up  
5,000 Japan Plums,  $\frac{3}{4}$  in. and up  
10,000 Downing Gooseberries, 2yr. No. 1  
Asparagus, strong 2 years

Large and Complete Assortment of Ornamental Trees  
and Flowering Shrubs, Etc.

## Hoopes, Bro. & Thomas Company

Maple Avenue Nurseries

PHILADELPHIA OFFICE:  
222-3-4-5 Stephen Girard Bldg.  
21 So. Twelfth Street

West Chester, Pa.

## Griffing Brothers

## Grow the Better Kind of Trees

**PECANS**, Budded or Grafted

**PLUMS** on Plum Roots

**PERSIMMONS**, Japanese

**FIGS**, Celestial, Magnolia, Brown Turkey varieties

**SCUPPERNUNGS** and other Muscadine

**MULBERRIES** branched trees, free from

**CAMPEACHY**

**COTTONERS** and Evergreen Trees

**PALM**s and Tropical Plants

**SETSUMA** Orange and other Citrus Fruits

Prices are Right

Trees are Right

## GRIFFING BROTHERS

JACKSONVILLE, FLA.

MOBILE, ALA.

MIAMI, FLA.

PORT ARTHUR, TEXAS

When writing to Advertisers please  
mention The National Nurseryman.

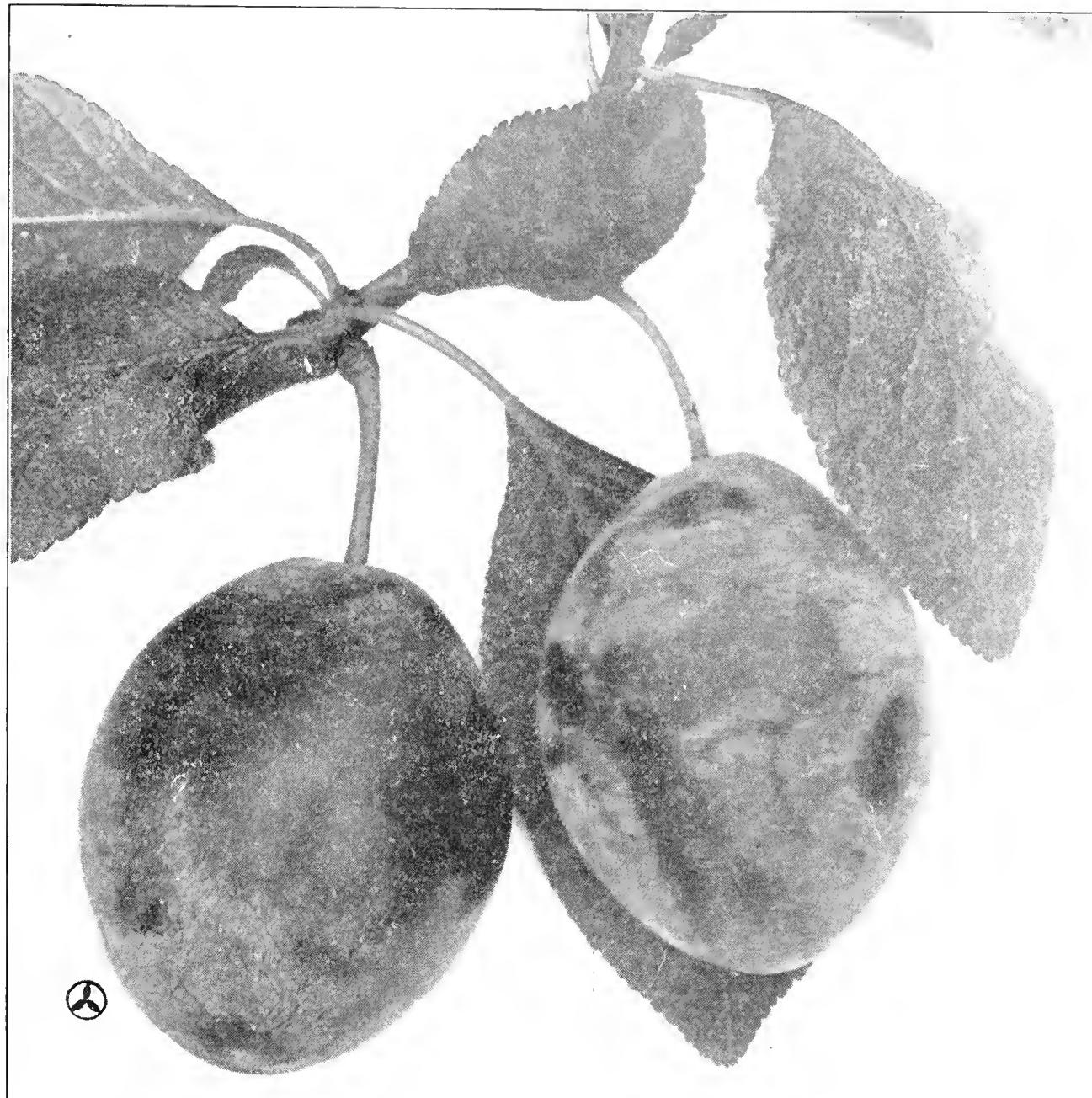
# NURSERYMEN AND FLORISTS

## Painesville Nurseries

looking for stock can  
find largest assortment  
in United States at the

Fruit and Nut Trees, Deciduous Trees, Shrubs and Evergreens, Hardy Roses, Vines and Plants, Grapes, Gooseberries, Small Fruits, Bulbs, Seeds, Palms and other tender Greenhouse Plants

Have large stock stored in frost-proof cellars that can be shipped at any time desired; switch from N. Y. C. lines direct into our packing house; can load without exposure. Unsurpassed facilities for handling orders large or small.



CATALOGS AND PRICE LISTS FREE

A FEW SPECIALS WHILE THEY LAST: STANDARD PEARS in assortment, DUCHESSE DWARF PEARS, BOURGEAT QUINCE, PRUNUS PISSARDI and TRILOBA, CUTHBERT and other Raspberries, CONCORD and other GRAPE S

### Our Specialties Are

Roses, H. P. Moss, Ramblers, Climbers, etc., Peaches, Pears, Plums, Cherries, Ornamental Trees and Shrubs in car lots, Weeping Mulberries, Elm and Ash, Clematis, Ampelopsis, Paeonies, Hydrangeas, Bush and Tree Perennial Plants.

## THE STORRS & HARRISON CO.

No trouble to price your list of wants

PAINESVILLE, OHIO

50 Years 1200 Acres 44 Greenhouses

When writing to Advertisers please mention The National Nurseryman.

## Small Stock for Lining Out

New Price List showing varieties and prices now ready. We offer a large assortment of first class stock in these small size plants for lining out. Get our list and order early.

### Fruit Stocks

We have a small surplus of MAZZARD NO. 1, MYROBOLAN NO. 1, and MANETTI ROSE 5 to 8 mm. To dispose of these we are making especially low prices. Here is a chance for a bargain. Write us.

### Fruit Seeds

ALL varieties of Fruit Seeds exhausted except some Kieffer and Japan Pear Seeds. Prices upon application.

### Tree Seeds

We have a small surplus of certain varieties. Write for list and prices. All first class seed.

### Raffia

New price list quoting Red Star, XX Superior, AA West-coast and Arrow Brands, just issued. Send for a copy and place your order for immediate or later shipment as you desire.

### Ornamental Nursery Stock

A complete line of Hardy Ornamental plants on hand at all times. Send your lists to us for prices.

## Thomas Meehan & Sons

Wholesale Nurserymen and Tree Seedsmen

DRESHER

PENNSYLVANIA

## SPECIAL NOTICE

APPLE QUINCE PEAR CHERRY  
PEACH PLUM

A Fine Block of  
Own Root Roses

ORNAMENTAL TREES SHRUBS  
BERRIES CLEMATIS  
EVERGREENS PEONIES PHLOX  
PYRAMIDAL and STANDARD  
TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete  
lists and carload lots.

W. & T. SMITH COMPANY  
GENEVA, N. Y.  
63 Years

700 Acres

When writing to Advertisers please mention The National Nurseryman.

### Apple Seedling

Japan and French Pear Seedling  
Apple Grafts Made to Order  
Catalpa Speciosa and Russian  
Mulberry Seedling  
Apple Trees, 2 years



Our Apple Trees are a clean, healthy lot, strictly first class and will please you. Let us price your wants.

### Kieffer Pear, 2 Years

Peach Cherry, 1 year Gooseberries  
Rhubarb Shade Trees  
Flowering Shrubs, in Variety

We have a very fine stock of Althea, both tree and bush form. Good list of varieties.

J. H. SKINNER & CO.  
TOPEKA, KANSAS

## BERCKMAN'S SPECIALTIES

WE OFFER TO THE TRADE THE FOLLOWING

### CONIFERS

Biota aurea nana, all sizes. Biota aurea conspicua, from Retinosporas, various sorts. 2 to 12 ft. Cupressus pyramidalis, from Thuya Pumilla, 1 to 10 ft. Junipers, in variety.

### BROAD-LEAVED EVERGREENS

Aucuba Berberis Japonica Camphor Gardenias Magnolia Grandiflora Magnolia fuscata

Azalea Indica Camellia Japonica English Laurel Ligustrums, in variety Olea fragrans

Osmanthus aquifolium

### HEDGE PLANTS

Dwarf Box Privet, California and Amoor

Citrus Trifoliata Spiraea Thunbergii

### CLIMBERS

Ampelopsis quinquefolia Ampelopsis Veitchii Rhynchospermum Wistaria, grafted, best sorts

Euonymus radicans English and Algerian Ivy Roses, field grown, own roots and budded

### DECIDUOUS SHRUBS

Cornus Exochorda Philadelphus Spiraea Styphnolobium

Deutzias Hydrangea, Otaksa, etc. Pomegranates Lilacs, best sorts, grafted Cereis, Japonica

### SHADE TREES

Elms Magnolia purpurea Texas Umbrella Cercis canadensis

Hackberry Salisburia Tulip Poplar Weeping Mulberry

### FRUIT AND NUT TREES

Apples, leading sorts Mulberries, grafted Figs Olives English Walnuts

Peaches, never offered better stock Spanish Chestnuts Nectarines Almonds

Japan Walnuts

We grow a general line of nursery stock for the northern as well as the southern trade. Wholesale and retail catalog for the asking.

P. J. BERCKMANS CO., Incorporated

FRUITLAND NURSERIES

AUGUSTA, GEORGIA

Established 1856

Over 450 Acres in Nursery

## The Best Tree Digger on Earth



Used and Recommended by Leading Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
LOUISIANA, MO.

We have every facility for growing evergreens from seed—plus the finest natural location that we know of in the United States, plus over 50 years' practical knowledge of how to do it best. We are now growing millions of them for nurserymen's and dealers' trade, lining out, etc., and you will find

## Hill's Evergreens

the best investment you can make—if you are looking toward permanent results and satisfied customers, as well as the first cost of the trees. We go to a great deal of trouble and expense gathering and sowing our seed, but we think it's worth it all to know that the little trees are true to name, and healthy and vigorous. Our customers, too, have found that it's worth the cost to know that they're getting *reliable* trees when they buy here. If you want the best evergreens you can get for your trade let us tell you more about those of "Hill Quality."

**THE D. HILL NURSERY CO., Inc.**

*Evergreen Specialists*

D. HILL, President Box 401, DUNDEE, ILLINOIS

# L. Spaeth

BERLIN  
Baumschulenweg |  
GERMANY

## Largest Nurseries in Europe

2000 ACRES

FOUNDED 1720

### HARDY TREES AND SHRUBS

1. Our Nurseries lie in a colder climate than the French, Dutch and English nurseries—
2. We grow all the stock we sell—
3. Moderate Prices.
4. When in Europe come and see our nurseries—

Catalogs free—

Have you seen and examined the quality and finish of our

### Rawhide Brand of Shipping Tags and Tree Labels

printed or plain, strung or wired?

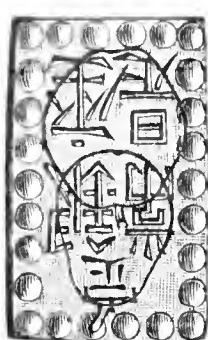


This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our reference are the largest nursery men in the United States.

**The Denney Tag Co.**  
West Chester, Pennsylvania

## Heikes—Huntsville—Trees



Huntsville  
Wholesale Nurseries

Huntsville, Ala.

JESSIE S. MOSS, Prop.

We offer for Spring of 1914  
in large quantities as usual:

### S P E C I A L T I E S

APPLES—Commercial varieties, one and two year, in large supply. As fine in quality as ever grown.

PEARS—Kieffers, one and two years old. A much smaller crop than heretofore.

CHERRIES—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.

CHERRIES—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

PEACHES—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.

ROSES—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.

PRIVET—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.

PECAN SEEDLINGS—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

Address, HUNTSVILLE WHOLESALE NURSERIES  
HUNTSVILLE, ALA.,

# De Graaff Bros. LTD.

Leiden, - Holland

Darwin Tulips

Mayflowering Tulips

Early Single Tulips

Early Double Tulips

Daffodils, all kinds in commerce

Iris

Gladiolus, etc.

## YELLOW BABY RAMBLER

The latest in roses and completing a wonderfully fine collection of Baby Roses, unsurpassed for bedding and hedging purposes. Hardy Yellow Roses are scarce; hardy everblooming yellows are scarcer still. This new variety is similar in all respects to the original Crimson Baby Rambler excepting color. We own and control the entire stock. The name is fully protected and colored plates, circulars, advertising matter can be supplied.

Write for prices for this season's delivery

### Jackson & Perkins Company

Newark, Wayne Co.,

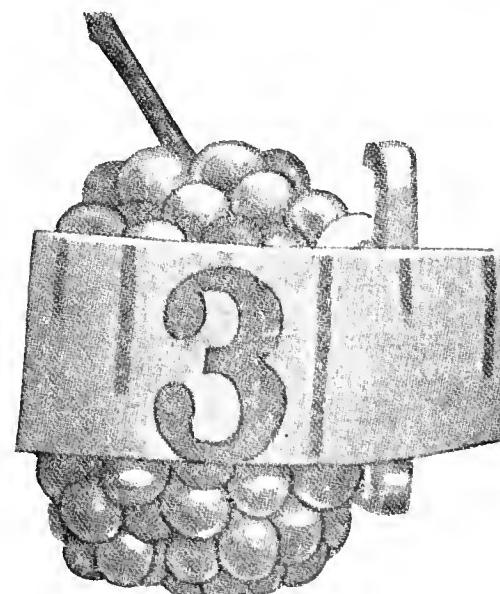
New York State

### Our Great Macatawa Challenge Offer

I will pay \$1000 for two dozen plants of a better Blackberry than the Macatawa, judged on the following points: 1. size of berries; 2. hardiness of plant; 3. habit of growth of plant and fruit; 4. yield or average cropping; 5. flavor of berries; 6. freedom of berries from core or seeds; 7. ease in picking; 8. shipping quality of berries. Send for catalogue.

Alfred Mitting, Holland, Mich.

Berry Specialist.



Wonderful  
Vitality

Four out of the six "Macatawa" have started growth, which is satisfactory considering the roots were only packed in paper and sent this long distance.

Yours faithfully  
Percy Fowler.

Shanghai, China,  
July 6, 1913

"The Macatawa Berry is  $3\frac{1}{2}$  inches one way  
by  $3\frac{3}{4}$  inches the other."

The most wonderful berry ever introduced. Send for colored plates.

FORTY-SEVENTH YEAR

# T. S. HUBBARD CO.

*Fredonia, N. Y.*

The longest established and best known growers of

## GRAPE VINES

And the largest stock in the United States  
**AGAWAM** **LUTIE**  
**BRIGHTON** **MOORE'S EARLY**  
**CAMPBELL'S EARLY** **NIAGARA**  
**CONCORD** **POCKLINGTON**  
**DELAWARE** **SALEM**  
**DIAMOND** **WOODRUFF RED**  
**EATON** **WORDEN**  
**GREEN MOUNTAIN**  
and all other old and new varieties which we think worthy  
of general cultivation

## CURRANTS

**BLACK CHAMPION** **POMONA**  
**BLACK NAPLES** **RED DUTCH**  
**CHERRY** **VERSAILLES**  
**FAY'S PROLIFIC** **VICTORIA**  
**LEE'S PROLIFIC** **WHITE DUTCH**  
**NORTH STAR** **WHITE GRAPE**

and many other well known varieties. Also a large stock of  
President Wilder and White Imperial.

## GOOSEBERRIES

A fine stock of leading varieties. One and two years.

## BLACKBERRIES

The largest and best stock of root-cutting plants in this  
country. SNYDER in great quantity. Our blackberry  
plants are as well furnished with fibrous roots as our well-  
known grape vines.

Send for our Price List and Descriptive Catalogue

64TH YEAR

Baltimore Nurseries

# FRANKLIN DAVIS NURSERY COMPANY

Baltimore, Md.

We offer for Spring 1914: High Grade Stock.

General Line:

Peach, Apple, Pear, Cherry, Plumb, California Privet in 1 and 2 year fine stock.

Oriental Planes, Norway Maples, American Elms, Silver Maples, Horse Chestnuts, Etc.

Will make prices right on Peach and Privet in carload lots  
for early orders.

**Send Us Your List  
of Wants**

# SEEDLING EVERGREENS BY THE MILLIONS

Arbor Vitae	Jack Pine
Austrian Pine	Norway Spruce
Black Hill Spruce	Pinus Ponderosa
Colo. Blue Spruce	Pitch Pine
Concolor	Red Spruce
Douglas Spruce	Scotch Pine
Engelmannii Spruce	White Pine
European Larch	White Spruce

All sizes. Ask for prices.

## SPECIAL QUOTATIONS ON LARGE ORDERS

Also the following APPLES in 1-2 in., 5-8 in.  
and 11-16 in. sizes at special prices:  
Ben Davis, Duchess, Florence, Gano, Hibernal,  
Iowa Beauty, N. W. Greening, Okabena, Pat-  
ten's Greening, Peerless, Peter, Pewaukee,  
Scott's Winter, Soulard, Strawberry Crab,  
Transcendent, University, Virginia, Wealthy,  
Whitney and Wolf River.

# SHERMAN NURSERY COMPANY

CHARLES CITY, IOWA

## French Fruit Stocks

MAHALEB, MYROBOLAN, MAZZARD,  
QUINCE, APPLE, PEAR 1 Year Transp.

MARIANA Cuttings

Large Stock of Norway Maples

From 4 to 12 ft.

Schwedleri Maple 5 to 8 feet, Cornus Elegans  
2 to 3 feet

RIVERS PURPLE BEECH, 1 to 3 feet, grafted  
VIBURNUM PLICATUM, 1½ to 2 feet.

## EVERGREEN SEEDLINGS AND TRANSPLANTS

HEMLOCKS 10 to 12 ins., Transp'd.

General Assortment of Hardy Shrubs

ALTHAEA, SPIREAS, HYDRANGEA,  
DEUTZIA,

PRIVETS, WEIGELA, etc., All sizes

HERBACEOUS PAEONIES, LOW PRICES  
MANETTI AND GRIFFERIE CUTTINGS,

BRIARS, POLYANTHA, RUGOSA,  
SEEDLINGS

ROSES, MOSS, HYBR. PERP. CLIMBERS  
TEAS AND HYBRID. TEAS

WRITE FOR ENGLISH TRADE LIST.

Desfosse-Thuillier Fils & Co.  
Orleans

No Agents

35TH YEAR

## Pan Handle Nurseries

WE OFFER A COMPLETE ASSORTMENT OF NURSERY STOCK CONSISTING OF

Apple	Poplar Carolina	Ampelopsis
Pear	Poplar Volga	Roses
Plum	Elm American	Evergreens
Cherry	Sycamores	California Privet
Fruit	Mountain Ash	Buxus
Grape	Althea	Weeping Trees
Currant	Hydrangea	Catalpa Seedlings
Gooseberry	Barberries	Black Locust "
Small Fruits	Syringas	Fruit Tree "
Maple Norway	Clematis	Catalpa Speciosa Seed.
Maple Schwerders	Honey Suckle	Etc., Etc., Etc.
Maple Silver	Wistaria	

Our stock is well grown and graded. Prices are such that it will pay to investigate. Come and see us or write.

J. K. HENBY & SON  
GREENFIELD, IND.

## WOOD LABELS

For Nurserymen and Florists

The kind that give satisfaction.

Facilities for the handling of your requisite, combined with the quality of our product is unsurpassed.

Samples and prices are at the command of a communication from you.

## Dayton Fruit Tree Label Co.

South Canal St., Dayton, Ohio

## The Framingham Nurseries

200 Acres  
High Grade  
Trees, Shrubs,  
Evergreens,  
Vines, Roses,  
Etc.



Fine Stock  
of  
Rhododendrons  
Kalmias  
and  
Andromedas

Send for Price List

W. B. WHITTIER & CO.

FRAMINGHAM, MASS.

We Offer for Spring 1914

Norway Maple Silver Maple  
and Carolina Poplar

IN CAR LOTS ALL SIZES  
GET OUR PRICES

The Greenbrier Nursery Co., Inc.  
Greenbrier, Tennessee

## CARFF'S PLANTS

equal to any  
on the market

Small Fruit Plants our specialty for 25 years. 100,000 Transplanted Raspberry, Blackberry and Dewberry plants, fine for critical retail trade.

Currant, Gooseberries, Grapes, Horseradish, Asparagus, Rhubarb, etc. Hardwood cuttings and layers in large quantities. See our wholesale list before placing your order.

W. N. SCARFF  
NEW CARLISLE, : : : OHIO

## Evergreen Seedlings and Transplants

SPRING  
DELIVERY

LET US QUOTE YOU ON  
**TREE SEEDS**

## The North-Eastern Forestry Co.

"WE RAISE OUR OWN TREES"

New Haven, Conn.

NURSERY AT  
Cheshire, Ct.

SEEDHOUSE AT  
Willsboro, N. Y.

## Fumigation with Hydrocyanic Acid

Gas Generated from Cyanide of Sodium 129%

Is the only positive eradicator of San Jose Scale and other Insect Pests. Endorsed by all agricultural experiment stations.

Manufactured by

The Roessler & Hasslacher Chemical Co.

100 William St., New York

## FAIRFIELD NURSERIES

FRUIT AND SEED FARMS

OFFER for Spring 1914

GRAPE VINES—One and two years old. Varieties largely Moore's Early, Concord and Niagara. Also Scarlet or Crimson Clover Seed and Cow Peas. Free from weed seeds, all re-cleaned and guaranteed first class.

Correspondence solicited. Price list upon request.

CHAS. M. PETERS

P. O. Address, Salisbury, Wicomico County, Md., R. F. D. 3

Long Distance Phone and Telegraph, Salisbury, Md.

# WE OFFER

For Spring 1914

Grape Vines, Currants and Gooseberries  
in all varieties and grades

—also—

Grape and Currant Cuttings and Light  
Grade of Vines for Lining Out  
in Nursery Rows

WRITE FOR PRICES

F. E. SCHIFFERLI, Fredonia, N. Y.

## Vincennes Nurseries

VINCENNES, IND.

W. C. Reed, Prop.

We are pleased to offer for Spring 1914:

CHERRY—Two Year. All leading sour varieties.  
CHERRY—One Year. General list leading sorts sour and sweets.

PEACH—One Year. 30 varieties.

APPLE—Two Year. All grades.

APPLE—One Year. Cut Backs very strong.

SILVER MAPLE. All grades.

Can furnish the above in Carload Lots or less. Also Pear, Plum, Quince, Compass Cherry, Currants, Gooseberry, Catalpa Speciosa and ornamentals in good assortment.

Please submit list of wants for prices. Personal inspection invited.

We are now ready to quote lowest prices on

## FRUIT, SHADE AND ORNAMENTAL TREES, SHRUBS, EVERGREENS, VINES and HERBACEOUS PLANTS

FOREST TREE SEEDLINGS we only have in limited supply this season, and would advise placing your orders early.

TREE SEEDS we can supply in limited quantities. Send list of your requirements for lowest prices. Trade list ready.

## The Willadean Nurseries

Sparta, Ky.

## FRUIT TREE STOCKS

We have still deliverable the following FRUIT TREE STOCKS of very good qualities:

Apple (Crab), 6-10, 5-6 and 3-5 mm. size

Apple, English Paradise, 6-10 and 5-9 mm. size

Cerasus Mahaleb, 6-10, 5-9 and 3-5 mm. size

Pear, 7-12, 6-10, 5-6, 4-6 and 3-5 mm. size

Plum Myrobalan, 6-10, 5-9 and 3-5 mm. size

Quince, 7-12, 6-10, 5-6 and 3-5 mm. size

For prices see our Wholesale Catalogue or apply for it, if not in hand.

E. TURBAT & Cie. Nurserymen  
ORLEANS, FRANCE

# Youngers & Co.

GENEVA, NEBR.

Offer to the Trade

APPLE, Peach, Pear, Plum and Cherry Trees,  
APPLE SEEDLINGS, Apple Scions, Forest Seedlings.

ASH, BOX ELDER, ELM, SOFT MAPLE, MULBERRY and HONEY LOCUST.

Large Stock of Shade Trees

Any Style of APPLE GRAFTS Made to Order  
Write for Prices

**V.G.'S VERY GOOD**  
HARDY NURSERY STOCK SUCH AS  
AZALEAS, BUXUS,  
CONIFERS, EVERGREENS,  
PAEONIAS, MAGNOLIAS, RHODODENDRONS,  
ROSES, ETC.

Offered by

**G. W. Van Gelderen**

Wholesale Nurseries

Ask for Catalogue

BOSKOOP (Holland)

## HORTICULTURE

A Magazine of Trade News and Cultural Information

for the NURSERYMAN, FLORIST, SEEDSMAN and GARDENER. A reliable exponent of advanced Trade and Progressive Horticulture.

Published Weekly

SUBSCRIPTION \$1.00 PER YEAR

HORTICULTURE PUBLISHING CO.

11 Hamilton Place, Boston, Mass

## Nurseries---F. DELAUNAY

**Angers,**

**France**

**SPECIALTIES**

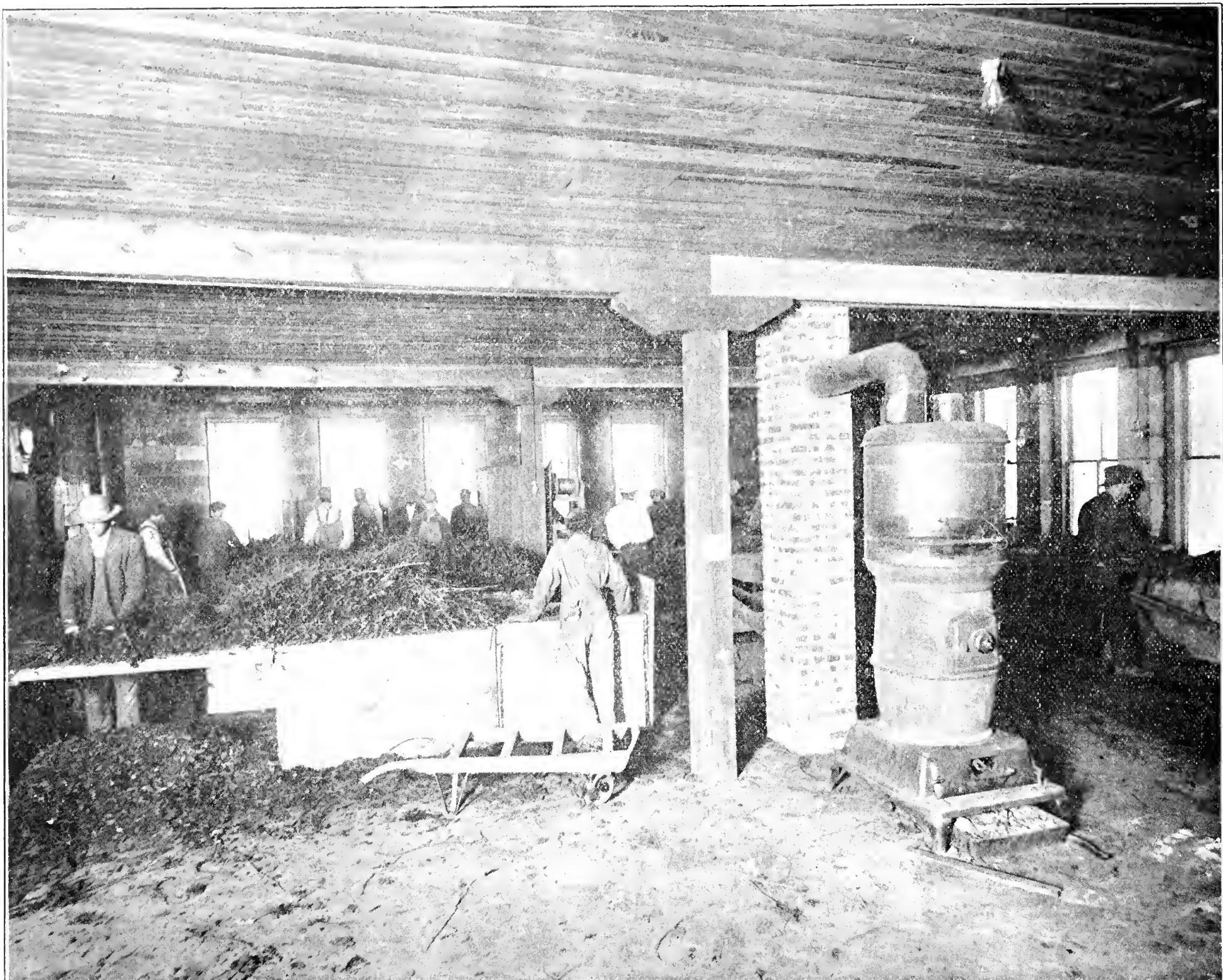
*Fruit tree stocks as:*

**Apple, Angers Quince, Mazzard  
Cherry Mahaleb Myrobalan,  
Pears, Etc. Etc.**

Forest trees seedling and transplanted. Evergreens, Ornamental Shrubs, Manetti, Multiflore Roses in great quantities.

*My General Catalogue will be sent free on application.  
Sole Agent C. H. WEBER, The Nurseries, Greenfield, Indiana*

# A Corner of the Grading House.



The grading of Apple and Pear Seedlings usually consists of a long winter's job—but owing to the shortage in crop this year the grading was finished by the middle of January. We can still furnish some fine  $\frac{1}{4}$  inch and up straight root Apple Seedlings also No. 2  $2\frac{1}{2}$  to  $3\frac{1}{2}$  16 straight roots and No. 3 2-16 grade.

We guarantee the safe arrival of all shipments. We pack securely and load in refrigerators.

We can also furnish Japan Pear Seedlings No. 3 2-16 inch grade and No. 4 grade,—under 2-16, for transplanting.

Large orders for next year should be placed early to insure getting same filled complete and at reasonable prices.

We are booking orders now for the best Apple Seedlings that can be grown—that is what we claim for our grades.

We will also book orders for Japan Seedlings—all grades.

## F. W. WATSON & CO.

**Apple and Pear Seedling Specialists.**

When writing to Advertisers please mention The National Nurseryman.

**TOPEKA, KANSAS**

# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXII.

ROCHESTER N. Y., FEBRUARY, 1914

No. 2

## DANGER OF OVER-PRODUCTION

By ROBERT PYLE, President, Conard & Jones Co., West Grove, Pa.

Read before the Meeting of the Ornamental Growers Association, New York, January 13th, 1914

Every man in this room, doubtless, has read of the recent announcement of Henry Ford, of Detroit, regarding a plan to distribute during the coming year \$10,000,000. among his employees in wages. We all know Mr. Ford as a large producer of automobiles, but in spite of the enormous output, we also realize that Mr. Ford is in no immediate danger of over-production. Indeed, it is a marvel to many that he has kept so nearly in sight of the demand.

Another motor car firm limits the output of their factory to four cars a day, and in their advertising insists that every particle of energy and enterprise is used to build in the best possible material, and to make the best possible product that anyone can desire. In the case of neither car above mentioned does there seem to be, in sight, any danger from over-production, and yet at the same time there are other cars on the market waiting for buyers. Cars that either from the standpoint of material, workmanship, construction, design, or price have failed to meet competition, win admiration, and secure ultimate owners. The demand for automobiles is still on the upward curve. I believe the same thing may be said of our business. There are differences, to be sure, but from an economic standpoint, are not the two comparable?

In the very few hours at my disposal for classifying some of my ideas on this subject, I have been more than once led to observe that, among first class nurserymen, this subject is one of minor importance because little likely to bother us. To be sure, among those who are guilty of producing stock that is poor to begin with, stock that nobody wants, and nobody should want, among those who are far enough behind the times to continue growing stock that has been superseded by something far superior, the danger of an over-production is a very reasonable kind of nightmare to have. But, among such men as make up the membership of this organization, might we not truly with better grace consider this question under the head of "The Problem of Under-consumption?"

Economists, I believe, agree that there is not yet, and is not likely to be soon any such thing as general over-production, but rather that there is frequently

seen examples of *unreal production*, and upon this point I believe experience will have taught us to agree.

If every man here, or every firm here represented, should put in one pile all the stock that they have burned, or otherwise destroyed during the past year, doubtless such a fire would be big enough to attract attention even in this big city. And then suppose that we should get up an excursion of this group of gentlemen and should start on an observation tour throughout the inhabited sections of our land, with all eyes open for places that need planting, and some day will be planted, I believe, we should not get far across the country before we should turn back with a deeply fixed conviction that all we had burned might have been sold, IF, the Ornamental Growers' Association for the group, had its fingers on the pulse of demand in each section of our country; and had we made use of available means to arouse those who live in bare spots to a consciousness of their needs, and had we transformed those needs into demands.

Probably every one of you here are more experienced than the speaker, but almost every time he travels across the country, the impression is forced home, not that nurserymen are in danger of over-production, but that we are devoting 90 per cent. of our efforts to production and to mere distribution. Are our sales departments creating demand to the extent that is true in other lines of trade?

We all know that our country is big, that the population is increasing, especially in the suburbs, that educational influences are at work among old as well as young, fostering a higher appreciation of plant life; even the increased cost of living results in driving some people back from more expensive luxuries to the high hobby of garden and country pleasures. But of course the thing to bear in mind in considering the *danger of over-production*, is its constant relation to possible and likely consumption.

It seems to me very much like the old see-saw we used to have as children. Between production and consumption the first important thing is to find the balance.

How much shall we grow?  
Grow all you can profitably market.  
How much is that?

The basis for the answer must be your own experience. The Report of the Ornamental Growers' Association may prove helpful but only in a relative way.

Is it not rather largely a question of the market that we have developed, and from past experience have learned to have faith that we can depend upon? There may be those here who have found a way to obtain a report of the total number of separate items that is consumed in this country each year. I, for one, should very greatly appreciate such information, and having measured the Nation's capacity for the consumption of certain items, as for example Rose plants, I should take great interest in the factors which regulate, control, or influence that capacity or power of consumption, and then it would be still more interesting to measure one's own output against the big yardstick of the total output all told in each class, and each item. But when it comes down to figuring how much stock we intend to grow of a certain item next year, we know of no safer basis upon which to work than the record of what was sold last year, or what would be still more valuable, the average sale for the past five years. Doubtless, all here have such data at their finger's end. Even in the retail portion of our business, we have found that it paid to make at the end of each season a separate calculation showing the number sold, on each of some 2000 items.

To be sure, one's business may vacillate from year to year. If one's trade is reasonably even, it may still be subject to fluctuations for causes that sometimes can be foreseen. It is common knowledge that the demand for our goods may change somewhat in accordance with the altered purchasing power of our patrons, which depends in turn upon the financial stress or plenty over the country.

We have great faith that the demand will increase by virtues of the excellent qualities of the stock we have sold. "Advertised by our loving friends" is by no means confined to Baby Food. This is another reason why such care should be given to the subject of discarding stock that has been superseded by something superior, and being keenly upon the alert for something new and good. We believe this is a subject to which nurserymen as a class should give more attention. Another huge lever that must always be taken into consideration in our business, and which like electricity, will one day be used more intelligently and universally than at present, is advertising, in itself a fascinating and fruitful topic. Beginning then with a known supply, which this organization intends to collate, and a demand which may be estimated upon

a basis of past experience, with eyes open to the signs of the times, through Trade Journals, Trade Organizations, and in the fields of our neighborly competitors, we should strive to cultivate an ability to foresee changes in demand. For example, a recent cold winter killed a number of California Privet hedges, especially in the Northern Temperate climate, since which the demand for Barberry as a hedge plant has increased more in three years, we believe, than it had formerly increased in ten.

Straws will show which way the winds blow. Agricultural Experiment Stations are sending out Bulletins which treat of our stock. Do they influence our trade?

Schools over the country, as well as in the city, are beginning to plant and to notice plant life around them. Will this influence the demand for certain items on our lists? If not these, what will? Remember that aside from prices, and the problem of distribution, our stock of any one item considered as a whole, should be gauged with an eye wide open to possible consumption, not forgetting that it lies within our power in various ways to increase consumption, which in turn will call for increased production. Happily for us if we are to judge by the increased number of acres and the capital invested in the nursery business the demand has been keeping pace nicely ahead of the supply, generally speaking; and of course it is good business, and economical salesmanship in distribution, prices being favorable, to follow the line of least resistance. The old well worn saying of Emerson's about the man who made a better mouse trap, or did something else better than any other man, though he lived in a forest, would have a path worn to his door, by people seeking his product, certainly applies to us, and has to do not only with things that we do grow and their quality, but quite as much, I am led to believe, with the class of items that we include in our list of stock. I should be very much better satisfied with this little discourse, if it had treated more fully this phase of over-production of the things that are not as gratifying to customers as would have been other items quite as readily within our reach did we but spend more time, energy and thought in their development.

I am half afraid to throw stones because I certainly live in a glass house in the following respect, and I am not at all certain that the rest of you do.

I happen to know that there are some nurserymen not yet half aware of the interesting novelties in the Arnold Arboretum, of what the Lemoines have done for us during the past ten years, with what Mr. Wilson has brought from China, and I could mention other such items, but it is not only our clients, but we ourselves, perhaps, who need educating. Therefore, I take off my hat, figuratively speaking, to the men who have made possible this organization, to the op-

portunity offered at the Summer Meeting for the inspection of nurseries and growing stock, and I hope the good work of learning where we stand, of what all the rest of us are doing, of gaining a correct perspective of the increased demand for our stock that may be created, either by ourselves, or other more powerful agencies, I hope this good work will go on.

In closing, if I may, I want to make an appeal. It is prompted by an observation in England and on the Continent of Europe, not among the Nurserymen so much as at the shows, I know that they have been at it longer there, but we have excelled them in so many other things, that it is humiliating to see them getting ahead of us in this. I believe that the Horticultural Shows abroad exert an influence by creating a demand, educating the people, and developing a trade in new and good things greater than we conceive.

In the Olympian Hall at the London Show of the Royal Horticultural Society, I remember promptly after entering, going to a gallery half way across the Hall in order to get a picture of the 2000 people who had crowded in within ten minutes after the doors were opened, with the entrance price at one Guinea each, and then I looked at them with their notebooks collecting data, and in many cases placing the orders right at the go-off. When I compare that scene with the attitude of those who came to the Flower Show here in New York last spring, interested to be sure, admiring the splendid sight undoubtedly, but it seemed to me from the standpoint mainly of being entertained only, rather than gathering information which they could take home and use in connection with their own gardens. To be sure the nature of the two shows was different, but I wish to express a conviction that we have in America Horticultural Organizations that deserve more of our support. For example, I want to mention one that is near to my heart, the American Rose Society, a national organization, but with only a very few nurserymen in membership, instead of which I feel sure we all should be justified in joining, if only for the opportunity of encouraging the amateurs in local centers. The American Rose Society is working to standardize the Nomenclature, to establish at Cornell University, at Hartford, Connecticut, at New Brunswick, New Jersey, (St. Paul, Minneapolis, possibly) and certainly at the Department of Agriculture at Washington, D. C., experimental Rose Gardens under the charge of each of these institutions; in some respects anticipating the same good results that came from the work of the American Peony Society at Cornell recently.

These Gardens, if successfully started, are bound to attract thousands, such as the one at Hartford already does, no less than 11,000 people of a single Sunday, and as such, will serve as powerful influences for educating the average home owner to an

appreciation of the beautiful; and under the head of "Danger of Over-production" I appeal to you, gentlemen, to lend your influence, contribute your mite, or a mightier amount, and more than heretofore, let us co-operate with the organizations that are striving to build up those forces which shall educate and produce a greater appreciation for ornamentals.

## FERTILIZERS IN JAPAN

Vice Consul Walter Gassett, Kobe.

Japan is a mountainous country, with a cultivable area small in proportion to the total amount of land. As the population continually increases, intensive cultivation is necessary to increase the production per aere. The dislike of the Japanese for foreign rice also induces them to increase the yield of native-grown rice as much as possible. This is done by raising a crop of winter wheat followed by rice on dry land, while on both dry and irrigated lands heavy fertilizing is practiced.

The total value of fertilizers consumed in Japan in 1912 was \$104,425,093, of which \$30,617,500 was represented by artificial fertilizers, \$32,300,000 by night soil, \$31,410,000 by taibi (manure made of straw, etc.) and \$7,057,500 by ryokubi (weeds) and other kinds. Ryokubi were but little used in Japan before the war, but afterwards the Government encouraged farmers to avail themselves of this sort of manure. Measures were taken for raising rengeso for this purpose, and the use of these weeds for manure has very largely increased.

The total value of fertilizers imported in 1912 was over \$26,000,000, or about a quarter of the total value of the fertilizers used. Of the imported fertilizers, bean cake occupies first place, the value of the imports amounting to \$12,650,000. Next comes sulphate of ammonia, \$7,500,000; phosphate, \$3,150,000; nitrate of soda, \$1,400,000; rapeseed cake, \$1,300,000; and cottonseed cake, \$500,000.

Alaskan powdered fish manure has been imported for some years as a substitute for Hokkaido fish manure, but owing to the bad quality none was imported into Kobe in 1912. This year (1913) the quality has been improved, some shipments have been made, and there is a good demand for it at the present price, about \$2.15 per 10 kwan (about \$2.50 per 100 pounds).

The Japanese in Chosen recently have been using starfish as fertilizing material; it is reported to be excellent for rice. An analysis shows it to contain 4.858 per cent. nitrogen and 0.889 per cent. phosphoric acid. The price is about half that of Japanese-made oil cake.—*From Daily Consular and Trade Report.*

# ANNUAL MEETING OF THE ASSOCIATION OF HORTICULTURAL INSPECTORS

Atlanta, Georgia, January 1st, 1914

The annual meeting of the Association of Horticultural Inspectors was held in the Atlanta Medical College, Atlanta, Georgia, on Thursday afternoon, January 1st. Prof. E. L. Worsham, Georgia, was Chairman of the meeting and Prof. J. G. Sanders, Wisconsin, Secretary. The meeting was largely attended by Nursery Inspectors from all parts of the United States and the many papers read, which were so thoroughly discussed, was evidence of the earnestness of their purpose.

The Federal Horticultural Board was represented by Dr. C. L. Marlatt, W. A. Orton and A. F. Burgess. Dr. L. C. Howard, Chief of the Bureau of Entomology also attended the meeting.

Chairman Worsham did not occupy many minutes with his address but started right in with the regular program previously arranged as follows:—

"Nursery and Orchard Inspection Work in Missouri," by Leonard Haseman, Columbia, Mo. A Discussion of the history of nursery inspection and inspection laws in Missouri and plans for carrying out the recently enacted state law.

"Some Problems Arising from the Administration of the Minnesota Inspection Law," by F. L. Washburn and A. J. Spangler, St. Anthony Park, Minn.

"Notes on Entomological Inspection in the District of Columbia," by E. R. Sasser, Washington, D. C.

"The Gipsy Moth and Brown-Tail Moth Quarantine in New England," by D. M. Rogers, Boston, Mass.

"The Control of the Boll Weevil by Quarantine," by W. D. Hunter, Washington, D. C.

"Problems of Plant Quarantine," by W. A. Orton, Washington, D. C.

"Inspection of Plant Diseases," by Perley Spaulding, Washington, D. C.

"The Workings of the Federal Plant Quarantine Act," by C. L. Marlatt, Washington, D. C.

"Uniform State Inspection Laws." Being in part a report of the Committee on Uniform Legislation. Prof. J. G. Sanders, University of Wisconsin, Madison.

"Uniform Regulations," by A. F. Conradi, Clemson College, S. C.

"The Essential Provisions of State Inspection Laws," by Sam H. Dixon, Houston, Texas.

"Some Potent Factors in the Enforcement of the Horticultural Law," by J. E. Taylor, Salt Lake City, Utah.

General discussion of horticultural inspection problems.

At the last annual meeting of the Association a Committee was appointed on Uniform State Legislation, the idea being to frame an Inspection Bill which might be introduced into the several state legislatures and bring about more uniformity. As it is at present, nearly every state has a law almost entirely different from that of any other state, causing great inconvenience and friction.

Two of the members of the committee being unable to attend to any part of the work, on account of pressure of other matters, the entire work devolved upon the third member of the Committee, Prof. J. G. San-

ders, of the University of Wisconsin, and great credit is due him for the thorough and painstaking manner in which he compiled the various existing state laws and from them built up the proposed new law.

It will be recalled that at the Portland Convention of the American Association of Nurserymen, a Committee was appointed with this same object in view and a large fund was subscribed by nurserymen for the purpose of carrying out the idea. Mr. Wm. Pitkin, Chairman of the Nurserymen's Committee, Mr. Peter Youngers and other members of the committee, by invitation, attended the meeting of the Horticultural Inspectors at Atlanta and at the request of Prof. Sanders, read over the proposed bill before it was called up in meeting and offered several suggestions which it was believed would make the bill stronger and more acceptable. Many of these suggestions were adopted.

Following is the text of the proposed bill as drawn by Prof. Sanders, and the suggestions offered by the Nurserymen's Committee.

## A HORTICULTURAL INSPECTION LAW

NOTE.—The parenthetical words and phrases are to be understood as options suitable to local state conditions and usage. [Bill No. ——Approved ——19... Chap. or Sec. —, Laws of —].

Be it enacted by the (Legislature) (people) of the state of \_\_\_\_\_(represented in) (General Assembly) (Senate and Assembly) that,—

## APPOINTMENT

1.—The Governor shall appoint the (State Entomologist) (State Commissioner of Horticulture) (Entomologist of the Agricultural Experiment Station) (some person qualified by scientific training and practical experience) to be state nursery (and orchard) inspector, who shall strictly enforce the provisions of (this act) (sections — to — inclusive as a portion of the police regulations of the state (commonwealth)).

Suggestion. That the operation of the law should be vested in a Board of Control consisting of three or five members, one of whom should be an active grower of nursery stock. The State Inspector to be an employee of the Board and subject to the directions and instructions of the Board. The Board to have the power to formulate all rules and regulations pertaining to its work.

## ALTERNATIVES (BY LEGISLATIVE ENACTMENT).

1.—The (State Entomologist) (Entomologist of the Agricultural Experiment Station) (Commissioner of Agriculture) (State Commissioner of Horticulture) (State Horticulturist) is hereby declared state nursery (and orchard) inspector, who shall, etc.

## INSPECTOR'S DUTIES AND POWERS.

2.—The state inspector or his deputies, hereinafter provided, shall inspect at least annually all nurseries or premises in the state where nursery stock is grown. For this purpose the state inspector or his deputies shall have free access, within reasonable hours, to any field, orchard, garden, packing ground, building, cellar, or other place, where his duties in carrying out provisions of this act may call him. Any person attempting to hinder, thwart or defeat such inspection by misrepresentation or concealment of facts or conditions, or otherwise, shall be liable to the payment of penalty or forfeiture as hereinafter provided.

3.—The state inspector or his deputies shall have the authority

to inspect any orchard, fruit or garden plantation, park, cemetery, private premises, public place, and any place which might become infested with dangerous or harmful insects or plant diseases. He shall also have the authority to inspect or re-inspect at any time or place any nursery stock shipped in or into the state and to treat it as hereinafter provided.

Suggestion. That the words "Subject to the provisions in section 18" should be inserted after the words "Shall inspect" so that it will read "The State Inspector or his deputies, hereinafter provided, shall inspect subject to the provisions in Section 17, etc., etc."

4.—The state nursery inspector with the approval of the (Governor) (Commissioner of Agriculture) (Secretary of Agriculture) (State Horticultural Commission) is hereby empowered to quarantine any private or public place or any area of the state (or commonwealth) containing dangerously infested or infected nursery stock or plant material of any kind for such periods and under such conditions as in his judgment seems necessary in order to prevent the further spread of the infestation or infection and during the existence of such quarantine no person, firm, corporation or public carrier shall remove or ship any plant material whatsoever from this quarantined area, except by special permission (certificate) of the inspector.

Suggestion. That after the words "shall remove or ship any" in the last lines of this paragraph, the words "such infested or infected" should be added, making the lines read "shall remove or ship any infested or infected plant material etc., etc."

5.—The state inspector with the approval of the (Governor) (Commissioner of Agriculture) (State Horticultural Commission) shall have the power to prescribe such rules and regulations as may be needed to carry out the provisions of this act, and may publish an annual report describing the various phases of the inspection work, or may publish such other information as may seem desirable concerning the inspection and such insects and diseases as are concerned in this act.

Suggestion. That the first line should read "The State Inspector, under the approval of the Board of Control, shall have the power, etc., etc."

6.—The state inspector shall maintain with the Federal Horticultural Board a complete list of the inspected and certificated or licensed nurseries and dealers of the state, which list shall be available to the official nursery inspectors of other states (commonwealths).

#### APPEAL

7.—An appeal from the orders of the state inspector which shall stay proceedings, may be taken within five days from the service of any notice, with the (Commissioner of Agriculture) (State Horticultural Commissioner) (State Board of Horticulture) (Secretary of Agriculture) (Director of the Agricultural Experiment Station) (State Board of Agriculture) whose decision in the case shall be final.

Suggestion. That the appeal from the order of the State Inspector may be taken with the "Board of Control."

#### DEFINITION OF TERMS.

8.—The term "nursery stock" within the meaning of this act shall include all fruit, ornamental, shade or forest trees, and all small fruit or ornamental bushes and vines (except herbaceous annuals) and shall likewise include all woody budsticks, scions or seedlings of any description whatsoever which may be a medium for disseminating injurious insect pests or contagious plant diseases. (The term shall also include such greenhouse or field grown plants or propagating stock, cut flowers from plants of any kind growing in the state, seeds, pits, bulbs, roots or parts thereof, which may be a medium, etc.) (This latter classification is advisable for adoption under this term by only the southern states and California.)—J. G. S.

9.—The term "nursery" is hereby construed as any grounds or premises on which nursery stock is propagated, grown or exposed for sale or on which nursery stock is being fumigated, packed or stored.

10.—The term "dealer" shall be construed to apply to any individual, partnership or corporation not growers of nursery stock, who buy nursery stock for the purpose of reselling and reshipping under their own name or title, independently of any control of a nursery.

11.—The term "agent" shall be construed as applying to any individual, partnership or corporation selling nursery stock under the partial control of a nurseryman who grows the stock which he offers for sale, or of a dealer. This term shall also apply to any cooperative basis for handling nursery stock with the grower or dealer as specified.

Suggestion. That this paragraph should read as follows:—"The term agent shall be construed as applying to any individual, partnership or corporation selling nursery stock under the partial or full control of a nurseryman who grows the stock which

he offers for sale, or under the partial or full control of a dealer, etc., etc."

12.—The singular and plural forms of any word or term in (this act) (sections — to —, inclusive) shall be construed as interchangeable and equivalent within the meaning of the act.

13.—The terms "insects" and "plant diseases" appearing in (this act) sections — to —, inclusive) shall be construed to include any stage or stages of development of the aforesaid insects or plant diseases.

#### DISEASED STOCK ON PREMISES.

14.—It shall be unlawful for any person, firm or corporation in this state engaged in the growing and propagation of nursery stock to knowingly permit any dangerous insect or contagious plant disease, hereby declared to be a public nuisance, to exist in their nurseries or on their property adjacent to the nurseries. It shall also be unlawful to sell or offer for sale any such infested or infected stock.

15.—In case the inspector shall find present on any nursery premises or packing ground or in any cellar or building used for storage of nursery stock, any injurious insects or plant diseases, he shall notify the owner or person having charge of the premises in writing to that effect, and shall withhold his certificate-license until the premises are freed from such injurious insects or plant diseases, as hereinafter provided. If such owner after receiving such notice shall ship or deliver any such infested nursery stock, he shall be subject to payment of penalty or forfeiture as hereinafter provided.

16.—If the inspector in carrying out the provisions of (this act) (sections — to —, inclusive) shall find on examination any nursery, orchard, small fruit plantation, park, cemetery, or any private or public premises infested with injurious insects or plant diseases, he shall notify the owner or person having charge of such premises in writing to that effect, and the owner or person having charge of the premises shall within ten days after such notice cause the removal and destruction of such trees, plants, or shrubs if incapable of successful treatment; otherwise, cause them to be treated as the inspector may direct. No damages shall be awarded to the owner for the loss of infested or infected trees, plants or shrubs under this act.

17.—In case the owner or person in charge of such infested or infected trees, plants or shrubs, shall refuse or neglect to carry out the orders of the inspector within ten days after receiving written notice, the inspector in the absence of an appeal, may proceed to treat or destroy the infested or infected plants, and the expense therefore shall (be collectable in the proper court) (act as a lien on the property until paid.)

#### APPLICATION FOR INSPECTION.

18.—Nurserymen shall make application before July 1st of each year to the state nursery inspector for inspection of their stock, and anyone failing to comply with this section shall be liable for extra charges to cover traveling expenses of the inspector.

#### NURSERY CERTIFICATE LICENSE.

19.—The state nursery inspector shall cause to be issued to owners of any nursery in the state after the stock has been officially inspected and found to be apparently free from injurious insects or plant diseases, a certificate setting forth the fact of such inspection and the number of acres or fraction thereof inspected and may issue a license permitting such nursery to offer said nursery stock for sale. In case dangerous insects or plant diseases are discovered in a nursery, the certificate-license shall be withheld until the nuisance has been abated as provided elsewhere in this act. Said license and certificate shall be valid not to exceed one year from (June) (July) 1st. The state inspector shall at any time have the power to revoke any license for sufficient cause, including any violation of (this act) (sections — to —, inclusive) or non-conformity with rules or regulations as promulgated under this law.

Suggestion. Omit the words "and may issue a license permitting such nursery to offer said nursery stock for sale" also omit the word "license" wherever it may occur thereafter in this paragraph.

#### DEALER'S LICENSE.

20.—All dealers within the meaning of this act, engaged in selling nursery stock in this state, shall secure a dealer's license by furnishing a sworn affidavit that he will sell only stock which has been duly inspected and certified by an official state inspector; and that he will maintain with the state inspector a list of all sources whence he secures his stock.

Suggestion. Make the first line read "All dealers located within or without the state, within the meaning of this Act, etc., etc." Also insert the words "buy and" so that the line will read "furnish a sworn affidavit that he will buy and sell, etc."

## THE NATIONAL NURSERYMAN

### LICENSE TO FIRMS OUTSIDE STATE.

21.—Nurseries or dealers outside the state desiring to employ agents for the canvas and sale of nursery stock in the state, shall apply to the state inspector for a suitable license to be issued by the state inspector after certification by an official state inspector.

Suggestion. Make the first line read "Nurseries or dealers within or without the state, etc."

### AGENT'S LICENSE.

22.—All agents within the meaning of this act, selling nursery stock for any nursery or dealer located within the state or outside the state, shall be required to carry a duplicate copy of the license held by the principal. Said duplicate licenses to be issued only by the state nursery inspector after satisfying himself that the agent is duly qualified by the principal.

Suggestion. In the last line substitute the word "authorized" in place of "qualified."

### MISREPRESENTATION OF STOCK.

23.—Wilful misrepresentation of grade, character, variety, or quality of stock in a nursery or offered for sale by any nursery, dealer, or agent, shall constitute a misdemeanor punishable by penalty or forfeiture as hereinafter provided. A false declara-

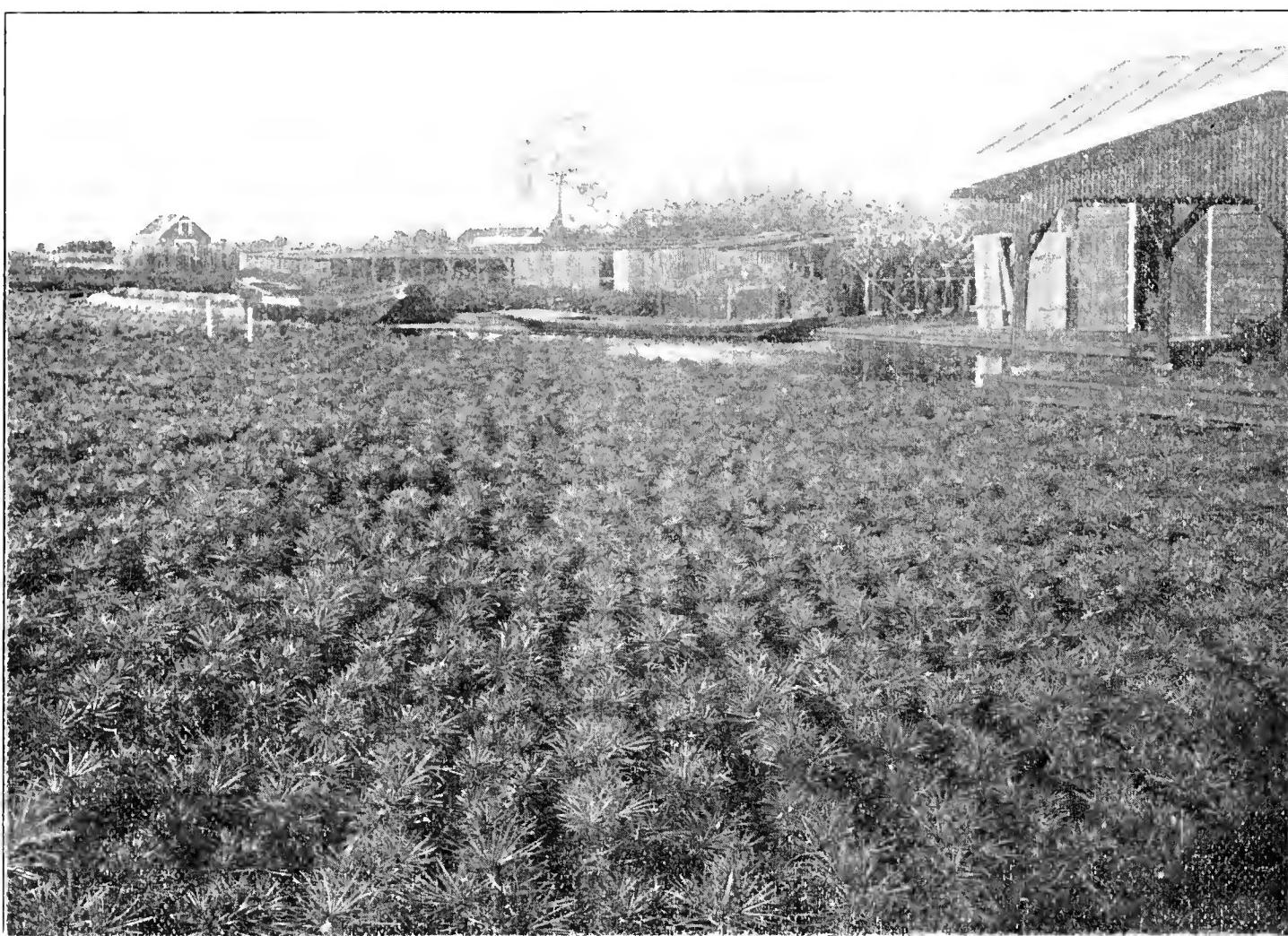
quired to attach on the outside of each package, box, bale, or carload lot so shipped, a tag or poster on which a certified and exact copy of their valid license shall be printed. The use of tags or posters bearing an invalid or altered certificate and the misuse of any valid certificate tag is hereby prohibited.

Suggestion. After the words "or carload lot so shipped" add "or otherwise delivered."

26.—It shall be unlawful for any common carrier, railroad, express or steamboat company or any person to accept for shipment any nursery stock without a valid certificate plainly affixed on the outside of the package, bale, box or car containing the same, showing that the contents has been duly inspected by an official state or government inspector. In case any nursery stock is shipped in this state, or into this state from another state, country or province, without the aforesaid valid certificate plainly affixed, the fact must be promptly reported to the state inspector by the railroad, express or steamboat company or other persons carrying the same, stating the consignor and consignee and the nature of the shipment.

### EXCHANGE OF PLANTS.

27.—Growers of small fruits and bedding plants not engaged in regular nursery business, who may exchange or give away plants



*Sciadopitys Certicillata seedlings in M. Koster & Sons' Nurseries, Boskoop, Holland. This photograph gives promise of a good supply of Holland grown stock of this fine evergreen.*

tion of acreage or any concealment of stock from inspection shall also constitute a punishable misdemeanor.

All persons, firms or corporations selling nursery stock in the state shall, if requested, furnish the state inspector with copies of all their literature which is printed or mimeographed, including catalogs, price-lists, order forms, contracts and agreements which are furnished for the use of agents or customers or both.

### IMPORTED STOCK.

24.—Any person, firm or corporation importing nursery stock from foreign countries (or from other states or territories) shall notify the (state) (county) (district) inspector of the arrival of such shipment, also the consignors and the contents thereof; and shall hold such shipment unopened until duly inspected or released by the inspector. Any infested or infected stock discovered in such shipment, shall be subject to the same treatment as is designated (elsewhere in this act) (in sections — to —, inclusive.)

Suggestion. In the first line, substitute the word "receiving" in place of "importing" also omit the words "consignors and the."

### CERTIFICATE SHIPPING TAGS.

25.—Any person, firm or corporation who shall engage in the selling and shipping of nursery stock in the state is hereby re-

quired to attach on the outside of each package, box, bale, or carload lot so shipped, a tag or poster on which a certified and exact copy of their valid license shall be printed. The use of tags or posters bearing an invalid or altered certificate and the misuse of any valid certificate tag is hereby prohibited.

Suggestion. Omit this paragraph entirely.

### APPOINTMENT OF DEPUTIES.

28.—The state nursery inspector is hereby authorized to appoint (deputies or assistants) (county horticultural inspectors) (district horticultural inspectors) subject to the confirmation of such appointment by (the Governor) (the State Board of Agriculture) (the State Horticultural Commission) (the State Horticultural Commissioner) (the State Department of Agriculture) (the Secretary of Agriculture). The officially appointed (deputies) (county horticultural inspectors) (district horticultural inspectors) shall strictly enforce the provisions of this act under the direction of the state inspector, and they are hereby endowed with the same police power as the state inspector, and shall be fur-

nished with official badges or other insignia of authority, which shall be carried while on duty.

29.—Compensation of state inspector, county or district inspectors (a local matter).

30.—Appropriations, fees, gifts or other support of the horticultural inspection service (a local matter).

#### PENALTY FOR VIOLATIONS.

31.—Any person, firm, corporation, association, transportation company or common carrier violating (any section of this act) (any one or more of sections — to —, inclusive) shall be guilty of a misdemeanor and shall forfeit his license or shall be fined the sum of not less than twenty-five dollars nor more than five-hundred dollars, or both, for each offense.

32.—It shall be the duty of each (District Attorney) (Justice of the Peace) (Magistrate) (Court) to whom the state inspector or his deputy shall present satisfactory evidence of violation of any provision of (this act) (sections — to —, inclusive) to institute and prosecute without delay appropriate proceedings for the enforcement of the provisions of (this act) (the aforesaid sections).



*Kosters' Blue Spruce in M. Koster & Sons' Nurseries, Boskoop, Holland. Every foot of cultivated ground is made to produce its quota in Holland.*

33.—(This act) (Sections — to —, inclusive) shall take effect and be in force from and after [its passage and approval (and publication-) (— date —)].

The proposed bill and the suggestions offered by the Nurserymen's Committee were well received and a motion carried that the committee be continued.

Dr. Marlatt stated that he would submit the proposed bill and the suggestions to the Solicitor of the Department of Agriculture for the purpose of getting an opinion on the bill from him from a legal standpoint.

It is expected that the revised form, legally phrased, will be submitted by the Committee to the Association at its next annual meeting to be held in Philadelphia, Pa., January 1st, 1915, and in the meantime the Nurserymen's Committee have been invited to co-operate with the Inspectors Committee to the end that the bill may be framed in a manner that will meet the approval of every one interested.

#### FRENCH ARTIFICIAL WOOD

Information has been made public in this district concerning an artificial wood, which, it is stated, will be of great value as a substitute for natural wood. The new product has been found after years of study and practical experiments, the most recent of which have given eminently satisfactory results. The process consists in transforming straw into a solid material having the resistance of oak. The straw after being cut into small pieces is reduced to a paste by boiling, to which certain chemicals are added. When the paste has been reduced to a homogeneous mass it is put into presses, and planks, beams, laths, and

moldings of all sizes are readily made. This new material can be sawed like natural wood. As a fuel it emits a bright flame and little smoke. It is further stated to be adaptable to the manufacture of match stems.—*Daily Consular and Trade Report*.

#### PACIFIC COAST BUSINESS IMPROVING

Reports received from several sources on the Pacific coast all show a marked improvement in conditions there. Orders for nursery stock in all lines are reported good and prices are somewhat higher than they were earlier in the season.

The nurserymen on the coast are always optimistic, it's in the air which they breathe and is a part of their constitution, that is why they are so successful in business. We are glad to know that in this case there is every indication of a good, heavy business season.

## SPLENDID WORK FOR HORTICULTURAL DISPLAY AT THE PANAMA-PACIFIC INTERNATIONAL EXPOSITION

---

"The finest advisory committee that has ever been assembled in the interests of any department of any exposition is that which is co-operating with the Department of Horticulture at the Panama-Pacific International Exposition," says Mr. George A. Dennison, chief of the Department.

"Every man in the list is a 'top-notcher.' There isn't a drone in the whole number. Each one is the executive officer of some society related to a national or international horticultural organization, and the combined forces stand for all that is worth while in horticulture and floriculture."

"In no department of the Exposition's wide range of interests is there evident any clearer manifestation of the plan to make the exhibits selective, and to render them attractive not only on the score of their intrinsic beauty, usefulness or novelty, but to bend them to a definite educational scheme."

"This exposition is going to be a model. It is going to correct an erroneous notion about expositions which too often confounded with 'fairs.' The visitor in San Francisco will be in attendance at an universal university, and it will be entirely his own fault if his life thereafter is not enriched, and his means—even financial—expanded by the experiences he will enjoy."

As an evidence of the zeal with which this advisory membership is going at the work, let me give a brief quotation from their several letters in which they accepted the onerous and taxing duties of the position:

Mr. Baur, secretary of the American Carnation Society writes: "I shall be pleased to assist in every way possible in making this department the success it deserves to be."

J. P. Brown, International Society of Arboriculture: "I shall be very glad to co-operate with the management in any way that I can. It is my intention to urge our members to be there. I had a fine exhibit at the St. Louis Exposition, and was appointed an International juror by President Francis."

Harry A. Bunyard, secretary American Sweet Pea Society: "I will do all that is possible to advance the Floricultural exhibits in 1915. I have brought the matter of having our society take part in the Exposition before the convention in Boston. The question was laid over until 1914. It is quite probable, however, that we will take up your kind invitation at that time and accept the same."

M. C. Ebel, secretary National Association of Gardeners: "I pledge myself to do what I can to further the interests of horticulture and floriculture and

shall continue to try and further the interests of the Exposition among the gardening fraternity."

L. Merton Gage, American Gladiolus Society: "I shall be active in every way where I can be of service; shall collect a cut flower display, urge San Francisco as our meeting place, etc., etc."

L. A. Goodman, President American Pomological Society, Kansas City: "I shall do my best to serve you and the cause and will try to bring the meeting to your city."

Frank E. Gorrell, secretary National Canners Association: "I will make every possible effort in trying to make the Exposition a success."

Fred E. Grover, secretary National Association of Retail Nurserymen: "... I will use such influence as I may have with the members of our organization to encourage a large nursery exhibit."

Benjamin Hammond, secretary of the American Rose Society: "I will come to San Francisco and do whatever I can in the meantime."

H. C. Irish, secretary National Council of Horticulture: "I assure you of my earnest co-operation in furthering a great horticultural exhibit."

C. W. Johnson, secretary Chrysanthemum Society of America: "I will do all in my power to further the interests of the Exposition and shall be pleased to serve you in any capacity."

C. E. Kendel, secretary American Seed Trade Association: "Will assist in bringing the World's Seed Trade Convention to your city, and I regard the appointment on your advisory committee as not only an honor but a duty."

J. P. Pilkington, American Association of Nurserymen: "I will be pleased to serve in any way possible as an individual grower or as president of my association."

Charles H. Totty, chairman, New York Flower Show: "I will serve you in any capacity that you may name, and will do all the publicity promoting within my power."

John Young, secretary American Florists and Ornamental Horticulturists: "Please do not hesitate to call on me at any time as I will always be ready to assist in bringing about a successful floricultural exhibit."

And from the following came formal replies of acceptance coupled with expressions of good will which have since been exhibited in vigorous, effective and enthusiastic support and achievement:

C. P. Close, secretary Society for Horticultural Science; David Fairchild, President American Breeders' Association; Mrs. Charles H. Maynard, secretary

Ladies' Society of American Florists; J. B. Wight, secretary National Nut Growers Association; Dr. J. F. Wilson, ex-secretary National Nut Growers Association; and Bertrand H. Farr, President American Peony Society.

The efforts of this advisory board plus the effect of the comprehensive scheme being worked out by the chief of the department, Mr. Dennison, have borne fruits. Already practically all of the available space to be devoted to Domestic exhibits in the Palace of Horticulture has been applied for.

"This does not mean" explains Mr. Dennison, "that no more applications for exhibit space will be allowed. On the contrary we covet the presence of more exhibitors; but it means that the expositional plan to make the exhibits selective will be carried out literally, for from the multitude of applications for space the best will be sure to be seen and the quantity of offerings—insure the presence of nothing but the best. Like the coach of tradition, there is always room for one more; so come on and disclose your products in this the greatest opportunity that was ever afforded to place goods before the very people whose interest, business and good will it most concerns you to conserve."

#### HAIRY ROOT AND ROOT KNOT IN NEW ZEALAND

From a circular letter sent to the trade by the New Zealand Association of Nurserymen (Inc.) we print the following interesting extracts:

##### "Hairy Root"

This matter has been again to the fore during the past winter, at one time no less than 3,500 apple trees, New Zealand grown, were declared by a Government Expert to be infected.

The Nurserymen interested (two) at once put their case into my Executive's hand, and they lost no time in taking action, as a result several Conferences with the Acting head of the Orchard Division were held, and after a full investigation that gentleman decided that a blunder had been made by some one, expressed his perfect satisfaction with the alleged infected

trees, took the matter in hand himself, and secured the sale of the tree to a well-known fruit-grower, for planting in his own orchard; thus the Association's Executive was the means of securing a good working understanding with the Agricultural Department, and the immediate sale of a very valuable consignment of healthy fruit trees which had been held up for some 6 or 7 weeks by someone's blundering, and would in all probability have been absolutely lost but for our representations.

##### Aerial Roots and Knots on Spy Declared to be Harmless

During the past year the Executive have furnished the Agricultural Department with various specimens of Knots and Aerial Roots from Northern Spy trees, and under date of September 30th, 1913, we received the following report from Mr. T. W. Kirk, Director of Orchards: "The specimens forwarded in July have received careful microscopical examination by the Biologist," who reports: "The exact cause of the Knotting on branches of Northern Spy is really not known, Dr. Smith, of the American Department, has stated that it is caused by the same disease known as Root Knot. Whether this is so or not it is a fact that the trees affected with these Aerial Roots are not injured by their presence."

We need hardly say how pleased we are that the latest and most careful scientific expert examination has confirmed the opinion expressed by the leading New Zealand Nurseryman, and that there is now such perfect agreement between this Executive and the Heads of the Agricultural Department on this important question.

##### Request for the Repeal of the Root Knot Order-in-Council

We have communicated with the Hon. the Prime Minister, as Minister of Agriculture, requesting that Order-in-Council No. 1657 referring to Root Knot, etc., within New Zealand, shall be revoked. The Minister has promised to give the matter his careful consideration and reply later.

In proportion to its weight, California redwood is the strongest conifer so far tested at the U. S. forest products laboratory. This strength is due to its long wood fibers.

#### "THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR NOVEMBER, 1913, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	NOVEMBER—				ELEVEN MONTHS ENDING NOVEMBER—					
	1912		1913		1911		1912		1913	
	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values
<b>Plants, trees, shrubs and vines:</b>										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage	M 26 dut...	Dollars 21,549	Dollars 271,595	29,924	Dollars 263	58	Dollars 1,671,734	286,618	Dollars 202,222	Dollars 1,868,088
All other.....{ free <sup>7</sup> ....dut....	.....	.....	.....	148,051	.....	176,852	2,2052	13,158	.....	14,042
Total.....	.....	419,909	.....	488,401	.....	.....	1,117,439	1,181,339	.....	1,316,050
							2,791,225	2,922,002	.....	3,198,180

# The National Nurseryman

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The leading trade journal issued for Growers and Dealers in Nursery Stocks of all kinds. It circulates throughout the United States, Canada and Europe.

Official Journal of American Association of Nurserymen

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

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Six Months .....	1.00

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Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

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Rochester, N. Y., February, 1914

## AMERICAN ASSOCIATION OF NURSERYMEN

**President**—J. B. Pilkington, Portland, Ore.; Vice-President, Henry B. Chase, Chase, Ala.; Secretary, John Hall, Rochester, N. Y.; Treasurer, Peter Youngers, Geneva, Neb.

**Executive Committee**—Thomas B. Meehan, Dresher, Pa.; John H. Dayton, Painesville, Ohio; P. A. Dix, Roy, Utah; J. B. Pilkington, Portland, Ore., Ex-officio; John Hall, Rochester, N. Y., Ex-officio.

### Chairmen of Committees

**Transportation**—Chas. M. Sizemore, Louisiana, Mo.

**Tariff**—James McHutchison, New York City.

**Legislation East of Mississippi River**—Wm. Pitkin, Rochester, N. Y.

**Legislation West of Mississippi River**—Peter Youngers, Geneva, Neb.

**Co-Operation with Entomologists**—L. A. Berckmans, Augusta, Ga.

**Program**—John Watson, Newark, N. Y.

### Exhibits—

### Arrangements—

**Publicity and Trade Opportunities**—W. P. Stark, Neosho, Mo.; Jefferson Thomas, Harrisburg, Pa.; Orlando Harrison, Berlin, Md.; C. M. Griffing, Jacksonville, Fla.; G. C. Roeding, Fresno, Cal.; H. D. Simpson, Vincennes, Ind.; James M. Irvine, St. Joseph, Mo.

**Root Knot**—E. A. Smith, Lake City, Minn.

**Membership**—State Vice-Presidents.

## STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Henry B. Chase, Chase, Ala., secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, C. E. Garee, Noble, Oklahoma.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurserymen's Association**—President, T. E. Burroughs, Deep River, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Eastern Association of Nurserymen—President**, Wm. C. Barry, Rochester, N. Y.; secretary-treasurer, William Pitkin, Rochester, N. Y. Meets annually in January.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette, Idaho; secretary, J. F. Litooy, Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Rose-acres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, John Watson, Newark, N. Y.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaup, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President, Richard Layritz, Victoria, B. C.; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Meets annually in June.

**Pennsylvania Nurserymen's Association**—President, Wilmer W. Hoopes, West Chester, Pa. Sec., Henry T. Moon, Morrisville, Pa.

**Southern Nurserymen's Association**—President, J. R. Mayhew, Waxahachie, Texas; secretary-treasurer, A. I. Smith, Knoxville, Tenn.

**Tennessee Nurserymen's Association**—President, Chas. Pennington, Rutherford, Tenn. Secretary, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.

**Western Association of Nurserymen**—President, W. S. Griesa, Lawrence, Kansas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December.

## PUSH

The one thing that makes a business go in America is push. True it is not the only thing needed because brains and money are very great helps, but constant push, push, push is sure to count in spite of a shortage in other essentials.

Pushing should be intelligently done. A steady increasing pressure properly applied will move anything that is movable even a surplus with a glutted market.

But the push that makes a business go is that restless, tireless kind that is always pushing forward. When an immovable object is met or one beyond the available power to move it begins to go forward in other directions. In all growing businesses you will find this is the motive power, someone who is the brains and energy, thinking, scheming, inspiring and pushing ahead, all the time, or as a business manager of a large Cleveland concern aptly put it "I am paid to build fires and keep them going under the other fellows."

## THE PROBLEM OF THE DETAIL CATALOGUE

Happy is the nurseryman who has solved the problem of the retail catalogue in such a way that he knows it is only costing him the proper proportion of expense in selling his stock.

With most nurserymen it is a problem that demands consideration every year. Shall it be superior to the one issued last year? Shall it simply be a description list of just what is growing on the nursery or shall it be built on the order of an abridged cyclopedia of Horticulture. Must it list sizes and prices or only descriptions. Must it describe the plants at maturity or as they are at the time they are offered? Must it contain information on cultivation of the plants listed? Must it bubble with enthusiasm or possibilities or confine itself to probabilities.

How shall it be distributed so it will do the most good? Shall it be distributed to the same people year after year whether they buy or not? Is it better to distribute it in January, February, March or April? These are a few of the leading questions that have a bearing on the make ready. There are specialists in the making of catalogues but it is up to the nurseryman to know what his business needs and to figure out just how far he can go.

## ADVERTISING

There has been more money spent in advertising than perhaps any other saleable commodity, which is proof that it is very necessary.

Just what to advertise and how to advertise his business or his goods is one of the biggest problems of the nurseryman.

The business that can display its goods to the pub-

lic is not as dependent on printer's ink. The nurseryman, however, is mainly selling goods that he cannot display and largely of a potential value, that he must talk about, either in catalogue, magazine or verbally. If he does not there is little chance of selling his goods. He must keep them before the possible market. Sometimes it seems discouraging when you spend several hundred dollars in advertising and apparently not get a reply that can be traced to it. Yet as one nurseryman pertinently remarked "Even if we do not get replies our business falls off if we stop advertising."

### THE PROFITS OF THE BRUSH PILE

available cash or even in stock but gain nevertheless.

There are two ways of increasing profits—by increasing the amount of business without increasing expenses proportionately and by holding the regular business while decreasing the expense. The brush pile plays a very important part in the keeping down of unproductive expense.

What nurseryman has not attempted to carry over stock that it would have been more profitable to put on the brush pile at once instead of piling up loss as it were. Like a bad investment one is never quite sure just when to stop throwing good money after bad.

Arbitrary rules are best in dealing with such matters. These of course are based on knowledge of the market. For instance in ornamental trees, most nurserymen know beyond a certain caliper the possibility of selling decreases as the caliper increases. The same with shrubs above a certain age or height and this is especially so if they are not perfect specimens.

It is not so much the left overs in the storage cellar or the too optimistic plantings still growing in the field, as the neglected odds and ends that cumber the ground that cheat the brush pile of its profitable use.

Depleted blocks, carrying a high percentage of poor grade stock that are allowed to stand because a few good plants may still be dug out of it, or a planting that did not turn out well and is left with the hope of minimizing the loss.

It is only prolonging the agony and piling up trouble to withhold from the brush pile what properly belongs there.

### THE NURSERY INSPECTORS AT ATLANTA

It was a wise move for the Nurserymen's Committee to journey to Atlanta to meet the Nursery Inspectors on the occasion of the Annual Meeting of the Association of Nursery Inspectors.

While perhaps no immediate results will be in evi-

dence, it is a proper effort in the right direction.

Hitherto there has been unnecessary antagonism between the government inspectors and the nursery trade, perhaps more apparent than real. There was a tendency to look with suspicion upon each other.

The meeting at Atlanta at least gave the Inspectors an opportunity to observe the nurserymen did not have cloven hoofs or horns, in fact that they were merely very fair minded business men.

The Nurserymen in turn saw that the Nursery Inspectors were conscientious and earnest in their work, and that there was no real reason they should not work together in perfect harmony.

It is hardly to be expected that the proposed bill for uniform inspection will be accepted just as drafted by all the States, but its influence will be towards uniformity.

States that have no inspection law will no doubt be influenced in framing them and future changes in the various states by having a model that has the approval of both inspectors and nurserymen.

It needs both to make a practical working law, and uniformity between the various states is measurably nearer through the efforts of this committee.

### ANNUAL MEETING OF THE PENINSULAR HORTICULTURAL SOCIETY

The annual meeting of the Peninsular Horticultural Society was held in Easton, Maryland, and the exhibit of apples grown on the Peninsula was a wonder. Although I am a native of Grand Old Western New York, (Dansville), I am also proud of my adopted country, the good old "Eastern Sho'" with its mild climate, long seasons, good land and pretty girls.

Horticulture is going with leaps and bounds and other sections will have to look to their laurels or we will have them surpassed. Our nearness to markets puts us in the front rank, being within easy shipping distance to over 25,000,000 people who have to buy. Our varieties of apples are quite different from those shown at the Western New York shows. Leading varieties shown on plates, by the box and by the barrel were: Grimes Golden, Stayman's Winesap, M. B. Twig, York Imperial, Jonathan, Rome Beauty, Winesap, Nero, yes, and Ben Davis, too. Some beautiful Delicious apples were shown by the Starks.

Great interest was evinced in Nut Culture and extensive exhibits were shown, including English Walnut, Japan Walnut, Butternut, Shellbark Hickory, various Pecans and Chestnuts, including improved varieties.

D. W. Babcock, Manager,  
Atlantic Nursery Co., Inc., Berlin, Md.

## THE NURSERY SALESMAN

By E. MATTHEWS

The Salesman of to-day (whether of nursery-stock or any other commodity) however well equipped he may be with all the qualities that go to the making up of a successful one, finds it no easy task to effect a continuous flow of sales for his goods.

True, one may handle something of an extraordinary nature which is priced so low that the masses do not think twice of the price in the face of its utility value.

Competition is however, keener in all lines than ever before and not the least in ornamental stock.

The number of nurseries in existence to-day is much greater than it was twenty-five years ago.

another matter, price alone governs a great number of people in the final placing of the order.

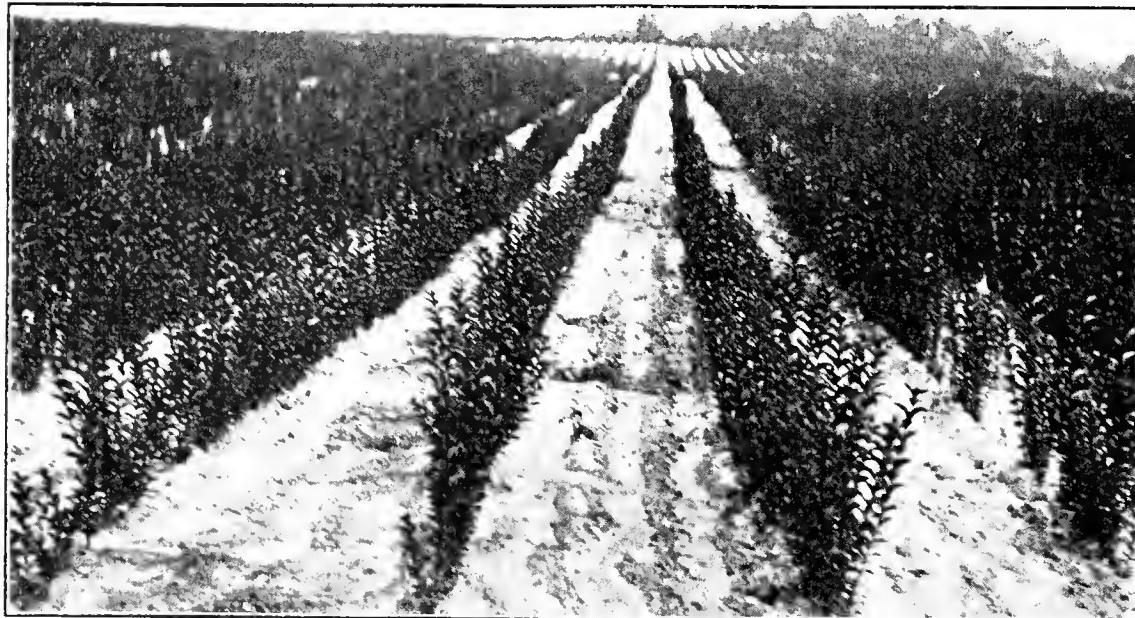
Those employed in the selling of nursery stock come under two classes. Namely:

*Retail*, or those who sell direct to the consumer, and

*Wholesale*, those who sell to the trade or to those who resell.

It matters little perhaps to which of these classes you or I belong, the same general principles prevail in both.

The former has no doubt the hardest path to hoe, if the most interesting, for he is dealing with an endless variety of temperaments and personalities.



*The Franklin Davis Nursery Co., Baltimore, Maryland, grows immense quantities of California Privet. It is planted in rows wide apart and thoroughly cultivated.*

Happily the demand for nursery stock has also kept pace with the increase of nurseries, which necessitates an intensive growing of good stock of all kinds of hardy plants to meet it.

While it may be true the demand equals the production, and for this reason it should seem an easy matter to sell the goods, the variation in the price of (apparently not really) the same kind of goods makes it hard even for the experienced nursery salesman with all his most forceful reasoning to turn every inquiry into an order.

It is not reasonable to suppose that the nurseryman who puts his very best efforts and skill into the growing of his stock should sell it at the same figure as another who puts but little labor on the growing of such stock but merely plants and lets grow as it may.

Of course every nurseryman knows the difference between the two articles and fully appreciates that the highest priced tree, shrub or evergreen is invariably the best value.

To convince the customer of this, however, is quite

The main thought however is, that both are out to sell their goods profitably.

The word "profitably" has a far deeper meaning than actual profit in dollars and cents in any one transaction.

It should mean continued patronage, good advertising through a well pleased customer, all of which means "business-building."

To what extent the retail customer is dependent on the nurseryman to make for him wise selections of stock can be appreciated only by those of us who are closely in touch with the course of an order, from the inquiry stage to the finished planting.

We may get a letter from Mr. Jones worded something like this:—

"Gentlemen, I have just purchased a new property on which I intend to build. It is as you see a comparatively small plot of ground, and while I cannot hope to have the great variety of plants as seen on some places I would like to get the very best results from a modest outlay of money."

I am entirely ignorant of plants and must trust entirely to your good judgment."

Or Mr. Smith writes in this strain:—"I have received your catalogue and am favorably impressed with it. My chief reason for writing you however, is for advice.

There is a position on my grounds that is shaded greatly with large trees, grass grows indifferently, in places not at all. I would like to get something that will in a measure relieve the bareness of the ground, what can you suggest, and price of same?"

These are but examples of the many calls on the nurseryman through the mail for help in matters of selection and planting of the stock he handles.

The same varied conditions confront the salesman on the road who meets the customer face to face.

How essential is it then for real and lasting business to have those representing us and our goods to be grounded in right principles.

Without in any way attempting to become too exacting in our attitude of what a nursery Salesman should be, it must be patent to all right thinking nurserymen that amongst the several qualifications required, the one that can the least be left out is "the knowing of his goods."

This does not merely imply the knowing of the names of the plants he is selling, but he should know how to plant them for success, when to plant them and the general care of them.

All of which knowledge is a powerful asset in the securing of profitable business.

The possession of this quality alone places him in quite a separate class to that of the ordinary tree-agent who is merely an order-taker behind the firm's catalogue. The real selling being done by it, the silent Salesman.

We have said how important it is for continued business, to have a thorough knowledge of one's goods.

It is just as important from the standpoint of securing new and immediate business, for with the power born of the knowledge of, (comes the faith in his goods, and a healthy confidence which is manifested in the whole deportment of the salesman, as he approaches the customer.

Unlike many other lines of business, the acquiring of the necessary knowledge pertaining to plants is not gained in a day or a year, but takes years of close study and practical application of the principles involved.

Book-learning is helpful but is after all but abstract knowledge.

The knowledge that is best and most potent is that acquired in the school of practical experience.

## Answers to Correspondents



### GRAFTING WAX

Monroe, Mich., January 6, 1914.

Responding to J. C. C.'s request for a formula for making grafting wax with which to wax grafting twine, I submit the following as being one which has given me good satisfaction.

Four pounds rosin, 1 pound tallow, about  $\frac{1}{4}$  pound beeswax.

Boil all together, then put ball of twine in pot (weighted so as to hold it down) and wind on reel.

For top grafting, 5 pounds rosin, 1 pound tallow, about  $1\frac{1}{4}$  pounds beeswax.

Very truly yours,

H. C. L.



## Fruit & Plant Notes.

### CHIMONANTHUS FRAGRANS

(*Calycanthus praecox*)

A flower that possesses an enjoyable fragrance is much desired. When that same flower makes its debut in winter it is doubly commended.

The plant named above is "it" all right.

On the second day of January it is in full flower here (Philadelphia) and we could not help but comment on its early appearance this year, due of course to the mild weather conditions.

February is more nearly its time of blooming.

It is in growth like the *Forsythia*, less the latter's rampant growth.

Its sessile flowers consist of outer sepals of pale yellow with inner sepals of purplish red, while the stamens form a central creamy white column.

It has the fragrance of hyacinths and while the quantity or color of its flowers would not be striking enough to be noticed much did it bloom in April or May, yet it is now sufficiently conspicuous to be much praised.

Nurserymen should see that it is represented in their collections.

Propagation of it would be slower than with the usual run of shrubs, layering and by seeds being the methods used.

Edwin Matthews.

Messrs:—

Inclosed find check for \$1.00 for which send the "Nurseryman" to J. Wendell Gage, Corning, California. He is just starting a nursery there and about his first need is The National Nurseryman.

Yours truly,

J. A. GAGE.

## SALE OF NURSERY STOCK IN MAINE

Government Determined to Enforce New Law

The State department of agriculture is determined to enforce the new law relative to the sale of nursery stock in the State with the view of protecting the purchaser and also securing to the selling agent or firm due encouragement in the business. Representatives of the department find that throughout the State there are a number of agents who are selling stock without a license, and Assistant State Horticulturist Herman P. Sweetser stated Wednesday that the department proposes to show no leniency in the case of violations of the law. The new law provides for a license fee of \$5, and the purpose of the law may be said to be as much to give encouragement to bona fide representatives of the business as it is to weed out the unreliable, who ply their trade with the view of simply disposing of the goods at the best price they can get, regardless of its quality or whether it is free from disease or parasite growth.

The law, which is section 6, chapter 15, relating to the protection of trees and shrubs from dangerous insects and disease, reads as follows:

"No person, firm or corporation, excepting growers, shall engage in, continue in, or carry on the business of selling or dealing in nursery stock, or as agent of such owner, without first obtaining a license to carry on and conduct such business in this State. The form of license shall be prescribed by the State horticulturist, and the license shall be issued by him upon proper application therefor, and shall run one year from date of issue. The license fee shall be five dollars (\$5.00) per annum for agents, dealers, salesmen or solicitors. The license shall be issued in the name of the dealer, solicitor, salesman or agent, as the case may be, and no license shall be assigned or transferred. Licenses of salesmen, dealers, agents, or solicitors shall show the name and location of the nursery and place of business of the nursery men or tree dealers whom they represent or from whom they purchase their stock. Fees obtained from such licenses shall be paid into the State treasury and added to the appropriation of the bureau of horticulture, and shall be used exclus-

ively for the inspection of nursery stock introduced into the State of Maine from outside the State of Maine. Such license may be revoked at any time for failure to comply with aforesaid requirements, or for such other causes as may in the opinion of the commissioner of agriculture be deemed sufficient. Any violation of these requirements shall be punishable by a fine of not less than \$10 nor more than \$50 for each offense.

"For the purpose of this act the term nursery stock is hereby applied to all fruit and ornamental trees, shrubs and vines, and includes currant, gooseberry, blackberry and raspberry bushes, also strawberry plants."—*Press, Portland, Me.*

## LOOKING AHEAD

It is said that when Bismarck was informed that war was declared between France and Germany, he had everything in such a state of readiness that there was nothing to do but "press the button" as it were and the armies began to move with all the details attended to.

This should be the condition of a nursery business when the season opens up in the spring. The harvest is a short one and every moment counts.

One really does not know how much can be done in advance by a little forethought and scheming.

Maybe a little study and a revision of rules in handling order sheets and a defined policy of what to do in the event of certain contingencies that are sure to arise, will help matters considerably. It is better to settle such matters now than leave them to snap judgment when you are rushed.

It is the oil on the machinery that makes it run smooth and prevents friction.

If the shipping season usually opens up about March 1st get ready for February 1st to the smallest detail possible.

Each and every nursery has its own individuality and its own particular trade so that it is up to each to work out their own problems.

This makes it very essential to plan and think while there is time before all energies are needed for actual accomplishment.

Now is the time, on the nursery to prepare for the spring shipping season.



*"Joe" Davis and a bearing three year old Paragon Chestnut tree on the nurseries of Franklin Davis Nursery Co., Baltimore, Md.*

Those with experience can make a very close estimate of the materials that will be required for packing, such as lumber, nails, strap iron, rope, burlap, straw, moss, excelsior, etc.

This stock should be stored in convenient places for use, before the 1st of March. Accommodation for quantities of large boxes made up ready for packing cannot always be found, but much of this work can be done at this time, which will facilitate the work later on. Box ends can be made up in regular sizes, each size being stacked in piles so they can be readily handled.

Boards may also be cut to various lengths and piled according to size.

Braces and iron straps should be placed ready for use convenient to where the boxes will finally be assembled.

Galvanized iron straps are better than the black iron as they do not rust. They are stronger and will last longer for that reason.

There is always an accumulation of old packing cases. These should be gone over, repaired and made ready. It does not pay to carefully extract the nails so the good lumber can be used again. But if sawed either side of the braces, most of the lumber can be used for making box ends, without wasting much time in taking the old boxes to pieces.

Boxes that are made with more width than height will be found to hold the various assortment of trees, shrubbery, etc., shipped by nurserymen in the retail trade, better than boxes of even dimensions on the ends. There will be less space wasted that must be filled with packing material or left vacant.

The roots of trees seldom spread out evenly on all sides, even the evergreens and such plants, with the ball of earth and roots done up in burlap will project more in one direction than another.

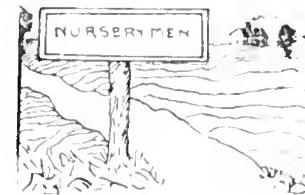
A box 2 feet by  $1\frac{1}{2}$  feet end measure will hold the same amount of a general assortment of nursery stock that is packed in a box 2 feet by 2 feet at the end.

When stock to be packed is heavy enough to require straps, see that they are put on the bottom previous to packing.

For packing small lots of potted plants and especially herbaceous stock, woven chip baskets are excellent. They are light, strong, neat and will stand the rough tossing about, usually meted out by the expressman and other carriers.

Nurserymen should not be without paper pots for shipping Roses, Vines, etc. They are light, pliable, easy to pack and save express charges for the customer.

W. Lamb.



## Business Movements.

J. Wendell Gage, Corning, California, is starting a nursery at that place.

The Hereford Nursery, Hereford, Texas, W. F. Stimson, manager, has under contemplation the installation of a large irrigation system.

Chester Werley, York Springs, Penna., is starting a nursery business, which will be devoted to the propagation of fruit trees, mainly Peach and Apple.

Sioux Falls, S. D.—The Branchvogle Nursery Co. has been incorporated with a capital stock of \$75,000 by the following: H. A. Branchvogle, T. E. Menay, L. P. Algnire.

The T. M. Melville Nursery Company, which is a new concern, having but recently started up in Chandler, Arizona, will shortly occupy their new quarters.

The Washington Nursery Company, Toppenish, Washington, are sending out numbers of carload shipments. Fruit trees are in great demand this season in British Columbia and California.

W. H. Perkins, proprietor of the Perkins Nursery Company, McKinney, Texas, plans to move with his family to Oklahoma, having sold his property in McKinney. He still keeps his interests in the nursery and will continue to give it his personal supervision.

By mutual agreement, the partnership heretofore existing between C. M. Hooker & Sons and Walter W. Wyman, under the firm name and style of Hooker, Wyman & Co., was dissolved on January 1, 1914.

For the convenience of all concerned, C. M. Hooker & Sons have consented to conduct the business of Hooker, Wyman & Co., until the same can be properly wound up. They are authorized by Mr. Wyman to collect all claims, and they will pay all obligations of Hooker, Wyman & Co.

C. M. Hooker & Sons.

## MILLER & MEHERIN

F. A. Miller, a well-known seedsman, who has long been established on the Pacific coast, has entered into partnership with William Meherin, son of the late Thomas Meherin, who was likewise engaged in the seed business for many years. The new firm will be known as Miller & Meherin, with offices at Oakland, California. They purpose opening a general seed store at Oakland, as there has never been one there,

and they believe they will have exceptional opportunities to build up a large business at that place. The National Nurseryman wishes them every success.

#### MENERAY-OMAHA NURSERY CO.

The Meneray-Omaha Nursery Co. has been incorporated with G. H. Keyes, President, F. W. Meneray, Vice President and General Manager, and A. O. Meneray, Secretary and Treasurer. They have completed arrangements for the purchase of the property formerly owned by the F. W. Meneray Company, of Council Bluffs, which recently passed into the hands of a receiver. The offices of the new company will be in the State Bank Building, Omaha, Nebraska.

F. W. Meneray has sent out a proposition to the creditors of the old firm to give them shares of stock in the new company to the amount of their accounts, as there seems to be no prospects of the creditors realizing anything from the assets of the old company.

#### FRED D. GREEN BANKRUPT

Fred D. Green, of Farmville, Va., has filed a voluntary petition in bankruptcy in the United States District Court. He declares liabilities of \$26,499.10, more than one-half of which are secured by collateral.

The largest secured claims held against Green are deeds of trust held by the National Life Insurance Company \$8,000. The First National Bank of Farmville, \$6,500. Unsecured claims of large amounts are held by L. R. Taylor & Sons, Topeka, Kan., \$150. The Horticultural Company, Worcester, Mass., \$167.33. F. W. Watson & Company, Topeka, Kan., \$546.16. The Cleveland Bank & Trust Company, Tennessee, \$412.95. Garland & Martin, Farmville, Va., \$235.54. G. W. Robeson, Farmville, \$852.75. Young Brothers, \$175.91. C. M. Hurlburt, Fairbury, Neb., \$180. Chas. Detriche, Angers, France, \$380.80. A. E. Hoose, Ohio, \$1,000. Smithville Nursery Company, Ohio, \$750. E. S. Belknap, Ohio, \$1,300.

F. D. Green was formerly connected with the firm of L. Green & Son, operating a large and long-established nursery at Perry, Ohio. After the death of his father, L. Green, the nursery at Perry was closed out and F. D. Green moved to Farmville, where he purchased several farms and started a large nursery.

"Fred" is well-known among the trade and well-liked, and his friends all sympathize with him in his misfortune.

Salem, Ohio, Nov. 21, 1913.

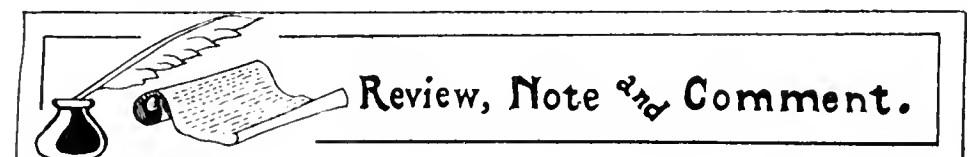
Gentlemen:

Another dollar for another year. Cannot get along without it if we tried.

Very truly,

COPE BROTHERS.

Knoxville, Tenn., Nov. 19th, 1913.



What a fine thing it would be if Uncle Sam could be induced to take surplus trees instead of cash.

The forest service collected 40,000 pounds of tree seed last year for use in reforestation work. The total area reforested was about 30,000 acres.

#### "A GIRL OF THE GOLDEN WEST."

From the Oregon Nursery Company, Oreneo, Oregon, comes a beautiful colored calendar. The picture is a girl dressed in yellow with brown furs.

There are 16 maples in the United States, most of them being eastern species. The most valuable, not only because of the product of its sap but also of the lumber, is sugar maple.

Before the busy season nurserymen had better get their pencils sharpened and be prepared with a statement of their income so Uncle Sam may get his share.

It will be too much of a job to tackle during the shipping season.

The Saginaw Board of Trade, Saginaw, Mich., is considering extensive planting of black walnut, butternut and hickories along the public highways. The idea is to plant the seeds instead of the trees as the latter are so difficult to transplant.

M. Koster & Sons, Boskoop, Holland, are sending out a fine piece of color work illustrating their new forcing Lilac named Hugo Koster. This variety is described as being very fragrant, and as a mauve Marie LeGraye. It blooms as early and as freely as that well known variety.

The annual meeting of the American Forestry Association was held in Washington on January 14. A president, twenty-one vice presidents, a treasurer, an auditor, and five directors were elected and plans made for an active campaign for forest conservation during 1914. The association has 8,000 members.

C. B. Robinson, a botanist in the science section of the Department of the Interior of the Philippine Islands, it is reported, has been put to death by the natives of Amboyna Island, in the Malay Archipelago. Mr. Robinson was engaged in botanical researches on the island and has done considerable work on the flora of the Philippines, and was the author of several books on the subject. He was connected with

the New York Botanical Garden for more than a year under Dr. N. L. Britton, its present head. He is said to have been an Englishman by birth.

Joel Shomaker, of the Olympic Nature Nursery, Nellita, Wash., has had excellent results from the native plants which he has collected and transplanted to his nursery during the winter. He transplanted some Rhododendrons and evergreens the past three years in January and these are doing well. Mr. Shomaker has 175 acres in the neighborhood of the Olympic mountains and has splendid facilities for carrying on his business.

State Senator Thomas E. Cashman, of the Clinton Falls Nursery Company, Owatonna, Minn., recently escaped death under a freight train. He is recover-

Cherry, 30,000 to 40,000 Plum and a very complete line of ornamental stock, also doing a nice business in Currants, Gooseberries and other small fruits.

#### ANNUAL MEETING OF THE ORNAMENTAL GROWERS ASSOCIATION

The ninth annual meeting of the Ornamental Growers Association was held at the Murray Hill, New York City, January 12, 13, and 14.

The meeting was one of the largest in its history and showed continued interest in the objects for which the Association was formed.

The programme was prepared by Henry B. Chase, Chairman of that Committee and covered varied topics which were discussed at length.



*Looking Northwest from Packing Houses, Arlington Nurseries, Marshall Brothers, Props., Arlington, Nebraska.*

ing from the injuries he received. Mr. Cashman was standing on the loading platform at the Rock Island Stock yards and one of his Hereford bulls, which was to be loaded on the train, started toward him and in avoiding him Mr. Cashman was knocked off the platform under the train, which was promptly brought to a standstill.

#### ARLINGTON NURSERIES AND FRUIT FARM

Marshall Brothers started the Arlington Nurseries and Fruit Farm, Arlington, Nebraska, in 1887. The retail trade has always been their main business, finding a market through travelling salesmen, direct representatives of the nurseries, making themselves directly responsible for the goods shipped. The business has shown a steady, healthy growth for the past six or eight years, with an average of a small increase annually.

They plant in the neighborhood of 250,000 to 300,000 apple grafts per year, grow from 50,000 to 100,000

"Ericaceous Plants," Harlan P. Kelsey.

"The Local Retail Nursery and Sales Grounds," Ernest F. Coe.

"A Few Facts and Figures on Parcel Post Rates Compared with Present Flat Rates on Plants, Seeds and Nursery Stock," John H. Dayton.

"The Landscape Architect," Abner Hoopes.

"Irrigation in the Ornamental Nursery," Albert F. Meehan.

"Uniform Legislation, Is It On the Way?" William Pitkin.

"How Do the Sales of Roses, Shrubs, etc., by Department Stores Affect the Ornamental Grower?" Frederick L. Atkins.

"The Increased Cost of Production," V. A. Vanicek.

"The Danger of Over Production," Robert Pyle.

"The Cost of Selling," John Watson.

Six firms were admitted to membership and there were two resignations.

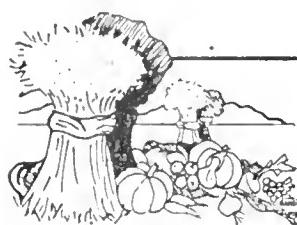
The following officers were elected for 1914.

President, Robert C. Berckmans, Augusta, Georgia.

Vice President, Wm. Pitkin, Rochester, N. Y.

See.—Treas., Charles J. Maloy, Rochester, N. Y.

The summer meeting will be held at Boston, Mass., early in August.



## From the U.S.D. of A.

## PROMISING NEW FRUITS

As the business aspects of fruit growing receive more definite recognition varieties will be planted more and more to meet particular conditions and for special rather than for general purposes, states the Agriculture Department Year Book in discussing some promising new fruits. For instance, under present conditions one of the most important requirements of a winter apple in many sections is that it have good cold-storage qualities. Summer apples, were for a long period, a minor commercial consideration but for the past ten or fifteen years an important demand for them has developed in the eastern markets which has greatly stimulated the planting of early apple varieties in many sections where formerly they were little valued.

As the market demand for newer fruits increases and their culture becomes of greater commercial importance, new and better varieties or varieties better adapted to commercial needs will probably be developed. In the case of such fruits as the avocado and the mango, the commercial culture of which is comparatively new, there are as yet but few varieties in cultivation in this country.

The Eastman apple, now being cultivated in the upper Mississippi Valley, was planted and developed for the peculiar needs of this region, which is characterized by long, dry, cold winters. It has proved to be a remarkably early, regular, and prolific bearer.

Until recent years planters of pecan trees have been greatly handicapped in the selection of varieties because of the limited number of choice sorts which have shown special adaptability to particular localities. At present there are about fifty *sorts* of sufficient merit to make it possible to select varieties reasonably certain to succeed in any pecan-growing locality. Among these are the Burkett, Major, Owens, Warrick, and Havens.

The Burkett produces from 50 to 55 nuts per pound and is of a roundish, oblong form; the Major produces from 85 to 90 nuts per pound and has a roundish, oblong form, tapering slightly at the base, the Owens averages from 60 to 65 nuts per pound and has an oblong, oval form, with tapering base and apex, the Warrick is rather below the medium in size averages from 75 to 80 nuts per pound, has an oblong form with a rather short apex but longer base; and the Havens variety is medium to large sized, averaging from 65 to 70 nuts per pound, and has an oblong form with sharp base and blunt apex.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
FEDERAL HORTICULTURAL BOARD,  
WASHINGTON, D. C.

December, 3rd, 1913.

For plant exportation to the United States, the regulations under the Plant Quarantine Act (Circular No. 44, Office of the Secretary) establishes the following classifications:

1. Countries which maintain nursery stock inspection and certification, in accordance with the regulations drawn under the Plant Quarantine Act.

2. Countries which do not maintain nursery stock inspection and certification.

Countries of the first class only are open to commercial importation of nursery stock, and no restriction is placed on the amount or character of nursery stock which may be imported from such countries, except as to such stock as may be excluded under specific quarantine.

Nursery stock from other countries which do not maintain nursery stock inspection will be admitted into the United States only for experimental purposes and in limited quantities, under special permit, through the particular port designated in such permit. (See regulation 5). Such nursery stock must also, before delivery, be opened and examined at port of entry by an inspector of this Department, and cannot be entered unless it is found to be free from plant diseases and insect pests.

Importers are therefore urgently advised to limit their applications for strictly commercial imports to the countries listed below. Any country not now on this list will be placed there as soon as this Department has been officially notified of the compliance of such country with the regulations governing inspection and certification.

**COUNTRIES NOW OPEN TO COMMERCIAL IMPORTATION  
OF NURSERY STOCK.**

Country	Official Seal.
Barbados	(Seal to be furnished later.)
Belgium	"Ministere de l'Agriculture. Service Phytopathologique."
Bermuda	"Department of Agriculture."
Canada	"Division of Entomology, Department of Agriculture."
Cuba	"Repubica de Cuba. Inspeccion Sanitaria Vegetal."
Denmark	"Landborgsministeriets Tilsyn med Planteskoler og Planteskoleartikler."
England	"Board of Agriculture and Fisheries."
France	"Republique Francaise. Ministere de l'Agriculture. Direction des Services Sanitaires et Scientifiques et de la fraude."
Germany	(Each political division of the German Empire will use its own seal.)
Guatemala	"General Office of Agriculture."
Holland	"Ministerie van Landrouw. Nijverheid en Handel. Directie van den Landbouw Phytopathologische Dienst."
Ireland	"Department of Agriculture and Technical Instruction."
Japan	"Department of Agriculture and Commerce."
Luxenburg	"Grand-Duche de Luxembourg. Station Phytopathologique."
Scotland	"Board of Agriculture for Scotland."
Switzerland	"Schweizerische Versuchsanstalt fur Obst-Wein- und Gartenbau" (Swiss Experimental Station for Agriculture, Viticulture and Horticulture.)
Trinidad	"Trinidad & Tobago. Georgius V. D: Britt: et Terrarum Trans Mat: Quae in Dit: Sunt Brit: Rex F: D: Ind: Imp."

Yours very truly,

C. L. MARLATT,  
Chairman of Board.

## THE NEW EXPRESS RATES

The new express tariffs, effective February 1st, are now being distributed and they are somewhat different from that which was stated in the paper that was read at the meeting of the Western Association of Nurserymen. That paper was written from information as found in daily papers and from opinions expressed by various employees of the express companies.

To illustrate and correct any misconception that might be made on account of the paper referred to, a comparison between the old and new rate on nursery stock, between Louisiana, Missouri and Dansville, New York, will show the relative difference between the two rates.

Pounds	Old rate	New rate	Pounds	Old rate	New rate
1	35	23	19	48	45
2	35	24	20	50	47
3	35	26	21	53	48
4	35	28	22	55	50
5	35	30	23	58	51
6	35	31	24	60	53
7	35	31	25	63	54
8	35	31	26	65	57
9	35	31	27	68	58
10	35	31	28	70	60
11	35	33	29	73	61
12	35	34	30	75	63
13	35	36	40	1.00	78
14	35	37	50	1.25	94
15	38	39	60	1.50	1.10
16	40	41	70	1.75	1.26
17	43	42	80	2.00	1.41
18	45	44	90	2.25	1.57
		100	2.50	1.73	

The old rate was generally special or about 20 per cent. less than merchandise rate while the new rate is second class.

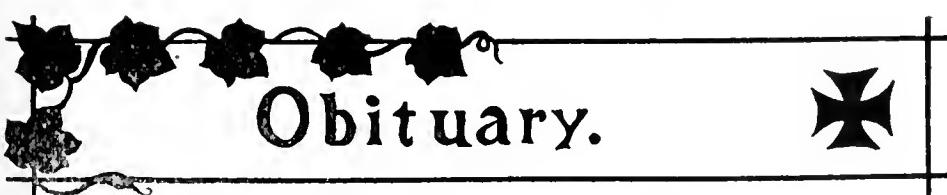
From one to twelve pounds and seventeen to one hundred pounds the new rates are lower than the old rates but from thirteen to sixteen pounds they are slightly higher, but taken as a whole the new rates show between twenty-five and thirty per cent. reduction. Practically no state rate, that is business done wholly in one state is affected by the new interstate rates.

The Public Service Commission of Missouri and express companies have agreed on a new basis of state rates, which when put into effect, will show an average reduction of about 11 per cent.

There will be no terminal charge of 10c. on each package as stated in the paper at the Kansas City meeting. The above written for the benefit of the nurserymen.

Truly,

Charles Sizemore.



Martin Brewster, Perry, Ohio, died at his home, Friday, January 2nd, of apoplexy. Mrs. Brewster and a family of nine children survive him.

## THE ANGLO-AMERICAN EXPOSITION, 1914

"The Anglo-American Exposition which will be held at Shepherd's Bush (near London) next year, has for its object the celebration in a fitting manner of the hundred years of peace and progress between the English speaking peoples since the Treaty of Ghent in 1814."

"Elaborate preparations are being made. The committee has already made considerable progress and has formulated a scheme which there is good reason for believing will ensure a representation of horticulture, agriculture and forestry worthy of the two great nations interested."—*The Horticultural Trade Journal*.

## TREE PLANTING IN NEW YORK CITY

New York City is far behind many smaller cities of the country in controlling the planting of trees in its streets and in the care of trees after planting. The Landscape Engineer of The State College of Forestry at Syracuse is making a very careful reconnaissance survey of street planting in New York in co-operation with the Tree Planting Association of the City for the purpose of securing material which may be used to stimulate interest in more and better street trees. It is believed that the interest aroused will result in the formation of a definite and unified system of tree planting under the direction of a Tree Planting Bureau made up of trained Foresters.

For several years Dr. Stephen Smith, the venerable and active President of the Tree Planting Association of New York City, has been working for better street planting in New York. Last spring he found that The State College of Forestry at Syracuse, which is obligated under its Charter to do University extension work along Forestry lines wherever it is needed in the State, would be ready to co-operate with the Tree Planting Association in a general campaign of education in New York City with the purpose of letting the people know of the very unsatisfactory conditions which exist to-day and of what might be accomplished by more systematic and thorough work. Following out its belief that a State Institution should be helpful to all of the people of the State, the College was glad to send a trained man to New York in December for several weeks of investigative and publicity work. Mr. H. R. Francis of the College, who is a graduate Landscape Engineer, is studying representative streets, taking pictures showing promising and unsatisfactory planting, and this material will be used in the papers of the City to show the people what exceedingly unsatisfactory conditions exist to-day. The College is acting in an advisory capacity only and after it has aided in awakening the people of the city to the necessity for proper work, the College will withdraw and give its aid elsewhere in the State.

## CRATAEGUS AT THE ARNOLD ABORETUM

Three species, at least, of Hawthorns show their greatest beauty in early November. These species are *Crataegus cordata*, *C. nitida* and *C. persistens*. The first of these plants, the so-called Washington Thorn, is a narrow, rather slender tree which in favorable situations grows to the height of twenty or thirty feet. The leaves are nearly triangular in outline, of medium size and very lustrous. The flowers, which open about the middle of June, are small, creamy white, and are produced in small, compact but very numerous clusters; these are followed by small, scarlet, shining fruits which ripen late in October and remain on the trees without change of color until the spring. As the fruit assumes its bright color the leaves turn gradually to brilliant shades of orange and scarlet. This tree, therefore, which is much less beautiful when it is in flower than many other Hawthorns, is surpassed in the late autumn by few members of the genus. *Crataegus cordata* is a native of the southern Appalachian region from Virginia to Alabama, and is also abundant in southern Missouri. Formerly much cultivated as a hedge plant in the middle states, it is now sparingly naturalized in eastern Pennsylvania and in Delaware. The largest plants of this Hawthorn in the Arboretum are on the side of the Bussey Hill Overlook, and there is a good plant on Hickory Path near Centre Street. *Crataegus nitida* is a native of the bottom-lands of the Mississippi River in Illinois opposite the city of St. Louis, and is a larger tree of entirely different habit. The branches are wide-spreading and slightly pendulous, and form a large, rather open, round-topped head. The leaves are narrow, long-pointed and very lustrous, and, as is often the case with American Hawthorns, those at the ends of the branches are usually two or three times larger than the leaves on fertile branchlets. The flowers are pure white, of medium size, and produced in very numerous clusters which cover the upper side of the branches. The scarlet drooping fruit, which is also of medium size, ripens late just as the leaves turn orange and scarlet. In habit, in brilliancy of foliage, in its autumn colors, and in its abundant flowers and showy fruit *Crataegus nitida* is one of the handsomest of the American Hawthorns which has grown to a large size in the Arboretum. There are several good specimens of this tree on the bank on the east side of the Shrub Collection. *Crataegus persistens* retains its leaves which are now as green as they were at midsummer, after those of all the other Hawthorns have fallen, and the crimson fruit remains without change of color on the branches until late in the winter, making this tree the most conspicuous of all the winter-fruited plants which have yet proved hardy in New England. This tree in habit and in the shape and general appearance of the leaves resembles some of the Cockspur Thorns of eastern North America. Raised at

the Arboretum from seeds sent from the Paris Museum, its native country is still unknown. No plant at all like it has been found in the United States, although it is certainly a species of the New World. The fact that it retains its leaves so late in the autumn indicates a southern origin, and, if it is not a hybrid, it is possible that it may still be found in some of the elevated valleys of central Mexico. But whatever its origin, this is a tree of perfect hardiness and exceptional ornamental value. The largest plant in the country and the type of the species can be seen among several large Hawthorns at the foot of the bank on the parkway near the Forest Hills entrance of the Arboretum, where it can be easily recognized as it is now the only plant in this collection with perfectly green leaves. Here, too, are several good plants of *Crataegus nitida*.

## LEAD ARSENATE FOR SPRAYING

How to prevent what is estimated by experts as more than a quarter of a billion dollars' annual damage to the crops of this country by insects and germs is a problem which is engaging, as never before, the attention of horticulturists, fruit growers and farmers.

It is accepted that the best method, so far discovered, is that of destroying the pests by means of judicious spraying with Lead Arsenate.

This reliable and economical insecticide is now employed with most satisfactory results by leading entomologists and growers, and its use is steadily on the increase throughout the country.

Care must be taken, however, to see that the poison is of full strength and properly combined.

Such an article is that of the P-W-R brand, guaranteed under the insecticide act of 1910 by the manufacturers

Powers-Weightman-Rosengarten Co.  
Philadelphia, New York, St. Louis

It is supplied in both paste and powder form, at lowest ruling prices, by first-class wholesale drug houses, drug stores and seed houses throughout the United States.

## A SUPERB CATALOGUE

STARK Bros. Nurseries & Orchards Company, Louisiana, Mo., U. S. A., have begun the New Year in a very optimistic effort in catalogue distribution.

An advance edition, de Luxe, (Centennial Fruits) 13½ by 9 inches wide, inner cover of Japanese hand-made paper. Every page a color plate illustrating their fruits in full size. It is beautifully gotten up and is a fine sample of the printer's art and should be an A No. 1 salesman.

The subject matter gives accurate descriptions telling all the good points, also the weaknesses of the varieties listed, together with half-tones of bearing trees, etc.

## JUDGMENT IN FAVOR OF AMERICAN NURSERY CO.

The lawsuit of the American Nursery Company against F. W. Kelsey, its former president, is terminated. The referee, Benjamin Jackson, appointed by the Supreme Court, found for the plaintiff in the sum of \$420.67. Judgment for this sum has been entered and is a part of the court record.

A prize of \$1,000 has been offered by the Minnesota State Horticultural Society for a seedling apple tree as hardy and prolific as the Duchess, which produces fruit equal in quality to the Wealthy and with the keeping qualities of the Malinda.

C. M. HOBBS & SON, Bridgeport, Indiana, donated to the City of Bridgeport, a Christmas tree fifty feet in height. The Christmas celebration was held in University Square, where the tree was erected on a platform in the fountain base. The trimmings for the tree were donated by the merchants of Bridgeport.

Gentlemen:—

We note that our subscription for the National Nurseryman expired with the November number. We feel that we cannot get along without this Trade Journal, therefore are enclosing our check for \$1.00, for subscription.

Yours respectfully,

YAGER NURSERY CO.  
By Yager & Martin.

10,000 Logan and Cal. Mammoth Berry Plants  
for sale. Prices very reasonable. Also a few  
Japanese Persimmon and Kieffer Pear Scions.

FITZGERALD'S NURSERY,  
STEPHENVILLE, - R. No. 3 - TEXAS.

### APPLE SEEDS

We have to offer a supply of fresh Vermont apple seed and a limited quantity of well rooted seedlings. Prices on application.

F. H. McFARLAND, Hyde Park, Vermont

### SUGAR AND SILVER MAPLES

Fine Stock of all sizes up to three inches caliper

W. B. COLE, - Painesville, O.

LET ME QUOTE YOU prices on all Conifers and Broad-leaved Tree and Shrub Seeds. Guaranteed fresh, true to name and good germination.

J. F. Von Hafften, Consulting Forester  
Winfield Junction, L. I.

When writing to Advertisers please mention The National Nurseryman.

## ROSES 2 1-2 in. for lining out; 4 in. for short lists.

Own Roots THE LEEDLE FLORAL COMPANY®  
SPRINGFIELD·OHIO.

## Clifton Hill Nursery

DALTON, MO.

Apple—we have fine lot of apple for this season's trade; they are the best we have ever grown; none better on the market.

Apple scions, fine as you ever saw.

Always pleased to quote you prices.

## WHY NOT! PLANT GLADIOLI

Profitable and easy to grow. 100,000 vigorous young bulbs to spare. Send for special price list of fancy flowering sorts.

H. E. Meador, DOVER, N. H.  
Gladiolus Specialist

## NURSERY BOX LUMBER

We furnish a fine quality of yellow pine which is very light weight, exceedingly strong and makes the best looking box on the market.

W. F. BAKER, 320 N. 2d St., Council Bluffs, Iowa

## Canada Unleached Hardwood Ashes

The best, cheapest and most lasting fertilizer in the world. For prices delivered at your station, write  
GEORGE L. MUNROE, Oswego, N. Y.

## ROSES

First-class plants, all new varieties Write for list and prices.

Julius Hansen Rose Nursery, Pinneberg, Germany

## ROOT-CUTTING BLACKBERRIES

Large stock of Erie and Mersereau, as well as other leading sorts.

W. B. COLE,

-

Painesville, O.

## TREE SEEDS

Large assortment of Tree, Shrub and Fruit Seeds for ornamental and forestry purposes. Send for catalogue.

CONYERS B. FLEU, Jr.

Germantown, Philadelphia, Pa.

## THAT COMPETITOR

of yours puzzles you. REASON:  
he knows us and you do not, or he  
knows us better. If you wish to be as successful, better get our  
prices; we take care of the quality. Don't delay, we are ready to  
wait on you.

## KALLEN & LUNNEMANN

Boskoop

Holland

## Wanted

NURSERY FOREMAN—American preferred, of good education, thoroughly conversant with the business, of good and pleasing address, one able to handle men, approach the trade and secure landscape contracts, lay out and plant public grounds and estates from landscape plans. Answer with full description of self, age, experience, copy of letters of recommendation and wages wanted  
THE AKRON NURSERIES, Akron, O.

## Wanted

Reliable working foreman to take charge of one of our branch nurseries, of 100 acres, growing mostly fruit stock. Please reply, stating age, experience, wages desired, etc., to  
C. R. BURR & CO., Manchester, Conn.

## WANTED

Nurseryman to take charge of small commercial place. Must be thoroughly familiar with propagating and growing ornamental shrubs and evergreens. Good opening for the right man.  
P. O. Box 149, Birmingham, Ala.

## Wanted

In Mount Vernon, State of Washington, with a prosperous nursery firm, a good business man, preferably one to take charge of office work—with some capital. Good reference. Apply M. V. N., care NATIONAL NURSERYMAN, Rochester, N. Y.

## Wanted

Nursery foreman; one familiar with evergreens and capable of handling men. State age, reference and salary expected.  
T. E. STEELE,  
Pomona Nurseries

Palmyra, N. J.

## WANTED

Position by young man, college education. Experienced in deciduous and citrus fruit culture. Address "A. B. C." care of  
NATIONAL NURSERYMAN, Rochester, N. Y.

## Wanted

Myraholan and Mahaleb cherry stocks to grow on contract by a thoroughly experienced grower. Have soil that is especially adapted to their growth and can guarantee best results. Write for particulars. "Grower" care of National Nurseryman.

## Surplus Sale

Blackberry Root cuttings and plants, Blueberry plants. Grimes Golden and Staymen Apple and Garber Pear trees. Extra fine stock at half price. We need apple grafts, roses, cherry and plum trees.

GRAY'S NURSERIES, R. 4, SALEM, IND.

## NURSERYMEN LOOK!

400 Growers names only 25c; over 200 are Fruit Growers. Get a copy of the new publication, "THE LIST" contains at least 1000 names each issue 12 copies, as published, \$2.50 (strictly in advance). List of Fruit Growers compiled, \$2 per 1000. Mention this paper and get a 60-page Information book FREE THE LIST PUBLISHING CO., 1952 Germantown Avenue, Philadelphia, Pa.

## H. Den Ouden & Son

The Old Farm Nurseries Boskoop, Holland

## Clematis, Roses, Hydrangeas, Etc.

Write for Complete Wholesale Catalogue

## LARGEST FOREST TREE NURSERIES

- - - OF EUROPE - - -

Firma Halstenbek  
**H. H. PEIN** Germany

Evergreen and Deciduous Tree Stocks. Apply for list to our Sole American Agents:

August Rolker, & Sons

51 Barclay Street or P. O. Box 752, NEW YORK

## Peach Trees and Strawberry Plants

all leading market sorts for Spring, 1914

MYERS & SON, - Bridgeville, Del.

## P. OUWERKERK,

No. 216 Jane St., Weehawken Heights, Hoboken, N. J.  
Rhododendrons, Clematis, H. P. Roses, Hardy Azaleas, Paeonies, Magnolias, Box Trees, Fancy Conifers, Hydrangeas and Shrubs, our specialties at our HOLLAND NURSERIES. Some of the goods on hand here during the packing season.

## EASTERLY NURSERY CO.

CLEVELAND, TENN.

Offer for Spring, 1914

One and two year Apple; One year and June Bud Peach, California Privet, in car-load lots. Also Magnolia, Grandiflora, Arbor-Vitea, Norway Spruce, Md. Plantier, and Baltimore Bell Roses. Ask for prices.

## GRAPE CUTTINGS

Chas. C. Nash, Three Rivers and Kalamazoo, Mich.

## For Winter and Early Spring Ship- ment We Offer the Trade

APPLE: 2-yr. buds, all grades above 11-16. Can do a few cars in extra heavy, 1 in. up. Just the stock for fancy city trade. General assortment.

APPLE: 1-yr. buds. General assortment in all grades.

CHERRY: 2-yr. Largely Richmond, in  $\frac{3}{4}$  in. up.

PEACH: 1-yr. General assortment. All grades.

PLUM and APRICOT: General assortment. All grades.

PEAR: 2-yr. Bartlett, Garber, Duchess. 1-yr. Pear in general assortment.

PECANS, FIGS, MULBERRY, EVERGREENS, SHADE TREES, Etc., Etc.

We are in especially good position to make attractive prices in car-load shipments. Your want list will be appreciated.

## WAXAHACHIE NURSERY COMPANY

J. R. MAYHEW, Pres.

Waxahachie,

Texas

# English Nursery Stock----Manetti Rose Stocks

Orders booked now for Fall delivery. Regular quantities supplied to the States.

## Special Prices This Year

1 year splendidly rooted stocks from sandy loam, none better imported. Also an extensive stock of HARDY RHODODENDRONS, best known American kinds, especially grown for the Trade.

AZALEAS and other American plants. HARDY CONIFERS, ORNAMENTALS and SHADE TREES, ROSES, FRUIT TREES and FRUIT TREE STOCKS, TRANSPLANTED FOREST TREES, Etc., Etc.

Always ready to give the best attention to orders and enquiries.

## Thirty Years' Successful Trading in the States

No Agents. Write direct for Wholesale Catalogue to

**WALTER CHARLES SLOCOK, Goldsworth Nurseries, WOKING, Surrey, England**

Half an hours rail from London by L. & S. W. R. Main Southampton Line

**SPHAGNUM MOSS  
Carolina Poplars  
Golden Willows  
Strawberry Plants**

Carloads or Less Cheap

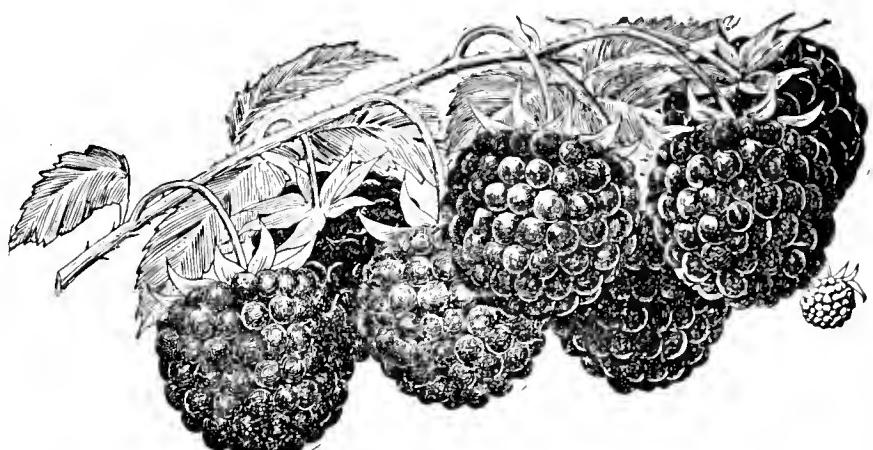
**Z. K. JEWETT & CO.  
Sparta, - Wisconsin**

We Handle Extensively  
**BURLAP AND BAGGING, ETC.**

Especially suitable for Nursery Purposes and if you will drop us a line perhaps will be able to save you some money on your purchases of this kind. We will appreciate your inquiries and try to merit a share of your valued orders.

**ACME BURLAP BAG CO.**

General Offices: 335 CHERRY ST.  
NEW YORK CITY



**P. D. BERRY**

WHOLESALE NURSERYMAN,

is offering for spring trade 1914 Red, Black, Yellow and Purple Raspberry Plants; Blackberry root cutting plants; Dewberry plants, Downing, Pearl, Josselyn and Houghton Gooseberry, one and two year, No. 1; 150,000 Rhubarb, one and two year, No. 1, whole roots and divided; Horseradish sets; Gooseberry layer plants of Houghton and Mt. seedling; Fays and Cherry Currants, two year, No. 1; Gooseberry plants, two year, No. 3, for lining out. California Privet, Cedar Stringle Tow in balls, etc.

No trouble to price your list  
of wants any time by letter.

Trade list ready January 15th.  
This stock is in storage can ship on short notice.

**P. D. BERRY,**

Dayton,

Ohio

JUDICIOUS SPRAYING IS AN EFFECTIVE FRUIT INSURANCE  
**P-W-R LEAD ARSENATE P-W-R**  
SUPPLIED BY WHOLESALE DRUGGISTS AND DEALERS THROUGHOUT THE UNITED STATES  
**POWERS-WEIGHTMAN-ROSENGARTEN CO.**  
Manufacturing Chemists  
Founded 1818  
**NEW YORK**      **PHILADELPHIA**      **SAINT LOUIS**

When writing to Advertisers please mention The National Nurseryman.

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Manufacturers of  
STEEL BOX STRAPPING  
FOR  
NURSERY PURPOSES

½-inch, ¾-inch, 1-inch and wider, cut to any length from 8 inches to 72 inches, at lowest possible prices. Have, sometimes, bargain lots of steel strapping, 1-inch to 1½-inch wide, random lengths. : : : :

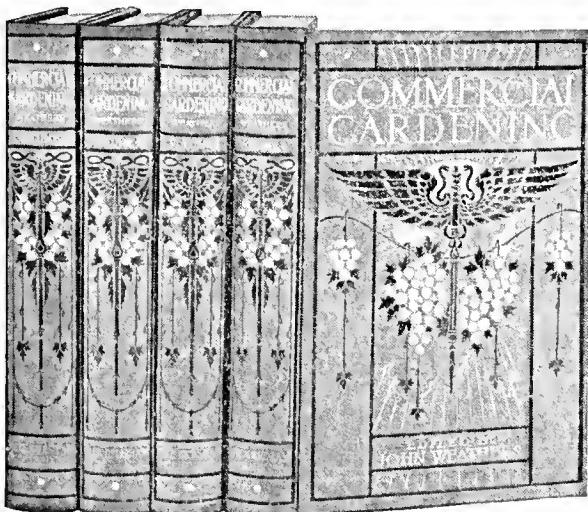
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COVERING YOUR WANTS IN STEEL BANDS

American Steel Band Co.,

888 Progress Street,

ALLEGHENY, PA.



Packed with Information That Has Not Before Been Published

# COMMERCIAL GARDENING

IN FOUR BEAUTIFUL, ILLUSTRATED VOLUMES

By JOHN WEATHERS and 20 other Experts

## A Message to Readers of the National Nurseryman

This work is so unusual that we have hastened to make arrangements with the publishers whereby our readers can obtain the complete work on very favorable terms because we know that

Every reader of the National Nurseryman  
will find it interesting and profitable

It explains how to grow, what to grow and where to grow. It is "commercial" in the real sense because it tells the practical man how to make more money plants, flowers, fruits, vegetables, shrubs and trees for market. It is the best of the experience of the best English writers. It gives a thorough grasp of

The business side of plant growing

The National Nurseryman,

Not only the large grower will find it helpful, but the language is so untechnical, straightforward and practical that it is also

Invaluable to every private grower

The illustrations are profuse and produced with that thoroughness and beauty for which British books are famous. Two composite cardboard models of the cabbage and potato in natural colors are presented to each subscriber.

The complete set of four volumes will be sent to you for only \$1.00 down and \$2.00 a month for seven months or until \$15 is paid.

Further particulars on request.

Rochester, N. Y.

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We have a splendid stock of

# Grape Vines

and other small fruit plants for the Nursery trade, graded up to the highest standard and sure to please you.

Give us a trial order, send in your list now for quotations

**WILLETT & WHEELOCK**

North Collins, N. Y.

## THE CHASE LABELS

For Nurserymen and Florists are Exceeded by None

Plain, Painted, Wired with Tinned or Copper Wire and

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Prices as low as First-Class Work and Unequalled Promptness in Delivery will justify

**THE BENJAMIN CHASE CO.**

DERRY, NEW HAMPSHIRE

P. O. Address, Derry Village      Western Union Telegraph

## Foster-Cooke Co.

**Nurserymen**

**Fredonia, N. Y.**

Growers of

**Grape Vines, Gooseberries  
and Currants**

One and two years old. Graded up to the highest standard. Our stock never looked better. Write us for catalog. Send us your list of wants. Our prices are right, our stock A No. 1.

**THE AMERICAN FLORIST**

Edition of 1913

**TRADE DIRECTORY**

OF THE ENTIRE HORTICULTURAL TRADE OF AMERICA

Is now ready for mailing. Price \$3.00 Prepaid

A complete alphabetical list of all American cities, with the names and addresses of all commercial horticulturists therein. A separate list, arranged alphabetically, of every commercial horticulturist in this country. These lists are keyed to indicate the special line or lines of each establishment. The book contains special lists as follows:

Park Superintendents Experimental Sta.\*  
Landscape Gardeners Botanical Gardens  
Trade Associations\* Postage Rates  
Leading Cemeteries Florists' Clubs\*  
Horticultural Soc.\* Foreign Houses  
\*With new officers to date.

Catalogue Firms  
Express Rates  
Supply Concerns  
Judging Scales  
Seed Growers  
Statistics.

**National Nurseryman Publishing Co.,**

Livingston Building  
ROCHESTER, N. Y.

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## Westminster Nursery

Westminster, Md.

J. E. STONER, Prop.

We are pleased to offer for Spring 1914

Peach Trees, 1 year, 35 varieties      Apple, 2 years, all grades  
Apple, 1 year, mostly buds      Cherries, 2 year, generalist sour  
Pear, 1 and 2 year, all grades      Asparagus, 2 year

Can furnish the above in carload lots or less, also

Grapes, Currants, Gooseberries, Catalpa Speciosa, Carolina Poplar  
Ornamentals in good assortment

**WE WOULD MAKE VERY ATTRACTIVE PRICES ON PEACH TREES IN CARLOAD LOTS.**

*Please submit list of wants for prices. We have a few N. C. Natural Peach Seeds to offer. Crop 1912, also crop 1913.*

## Wick Hathaway's Berry Plant Nursery

Dept. 3

**Madison, Ohio**

**"The Most Extensive, Exclusive Berry Plant Nursery in Ohio"**

Has in stock for spring delivery. About 300,000 Black Raspberry tip plants, no finer in America. 15,000 Blower by Sucker plants and limited number of RC No. 1 left, also Mercereau RC No. 1. A fine lot Golden Queen Raspberry yet, but less than 15,000 St. Regis, No. 1 grade, 5,000 Haymaker, 2,000 Herbert and about 200,000 Red Raspberry in cuthbert Ea. King, Miller, etc.

**20,000 Heavy Cuthbert Suitable for Transplants**

Strawberry plants in leading variety, finer plants were never grown. You certainly will want some of these. All kinds put up in attractive bundles. Purity absolutely guaranteed. This and the fact that my prices are low for BANG UP NO. 1. graded stock with prompt service should appeal to the trade everywhere. I want your order, send along your want list and

**Try Hathaway First**

## SPRING 1914

We beg to offer the trade the following nursery stock subject to being unsold on receipt of order.

11-16 and up	$\frac{5}{8}$ to 11-15	$\frac{1}{2}$ to $\frac{5}{8}$	Duchess	Apple 2 and 3 yr
4000	6000		Baldwin	" 2 and 3 yr
1000	1000	1000	Maidens Blush	" 2
360	260	180	Yellow Trans	" 2
300		300	Grimes	" 2
600	1500	1000	Nor Spy	" 2
500	500	500		
$\frac{3}{4}$ and up	$\frac{5}{8}$ to $\frac{3}{4}$	$\frac{1}{2}$ to $\frac{5}{8}$		Kieffer Std Pear 2 yr
1500	2000	1320	20,000 Dowing rooted Gooseberry layers	
			5000 Red Jacket rooted Gooseberry layers	

Standard Grades

The above named trees are in cold storage

Low Prices

**A. Hamilton & Sons,**

**Bangor, Mich.**

## "Everything for the Nurseryman"

### COLORED PLATES

All kinds. Plate Books, Folios, Maps, Cards,  
Printed Forms, Circulars, and

### PROMPT SERVICE

## Rochester Lithographing Co.

22 Elizabeth St., Rochester, N. Y.



## ARE YOU INTERESTED

IN choice young ornamental nursery stock for transplanting, lining out, or mail orders? If you are, get next to our *Trade List* of real bargains in Oriental plane, Nut Seedlings, Oaks, Ash, Catalpa Speciosa, Maples, Honey and Black Locust in large quantities, besides hundreds of other varieties both deciduous and evergreen. Peach Trees, Dahlia Roots, etc.

### ATLANTIC NURSERY CO., Inc.

BERLIN, MD.

WANTED Tree Seeds of all Kinds

### NOTICE THE HORTICULTURAL SELLING CO.

Incorporated Capital \$10,000

We wish to announce that we are the sole American Agents for The Nova Nurseries, VERKADE VAN KLEEF, Prop., of Waddinxveen, Holland, and would be glad to quote you on any items that you may need. We have a quantity of their catalogues on hand which will be mailed on request.

Kindly add our name to your mailing list as we are constantly buying for our retail and landscape trade.

The Horticultural Selling Co.  
1131 E. River Street, Elyria, Ohio

### A Large Stock of Apple, Pear, Cherry and Peach Grape Vines, Blackberry and Raspberry Plants

And a general line of ORNAMENTAL TREES and SHRUBS. All stock clean and thrifty, the best that can be grown.

T. B. WEST, Perry, Ohio

## NAVARRE

HOTEL NEW YORK CENTER OF EVERYTHING 350 Rooms  
7th Ave. and 38th St.  
300 feet from Broadway  
From Grand Central Station,  
7 Blocks  
Penn R. R. Sta., 4 Blocks  
A room with bath \$1.50  
Other rooms with bath \$2.00-\$2.50,  
Baths 200  
Cuisine A La Carte Music Rooms for two persons \$2.50, \$3.00  
SEND FOR COLORED MAP OF NEW YORK

EDGAR T. SMITH

Managing Director



EVERY SATURDAY

Advertising Space, \$1 Per Inch Subscription, \$1 Per Annum  
Under this title we publish the most reliable, progressive and up-to-date trade paper in the country, with departments covering the **Nursery, Florist, Seed Trade and Allied Industries**. With a paid up subscription and distribution list of 9000 copies, nearly every copy of which is to men in business for themselves the worth of our columns will be readily appreciated. The editor of our Nursery Department is and has been for years, JOSEPH MEEHAN, of Philadelphia.  
For sample copy, discounts, etc., address

The Florist's Exchange, P.O. Box 1697, New York City.

## Champion Nurseries Perry, Ohio

Have surplus in Catalpa Bungei one and two years. Cut Leaf Birch 5 to 6 feet. Root Cutting Blackberry Plants. Light Peach fine as ever grown. Italian Prunes and other Plums. Also general line of Nursery stock.

H. J. Champion & Son, Perry, Ohio

## G. L. Welch & Co.

Fremont, Nebraska,

### SURPLUS

In Ash, Elm and Box Elder Trees and Seedlings. Will made low prices now.  
Ask for Surplus list and prices.

To our friends and brother Nurserymen: We wish to say that we are now in our new location at Eaton, Ohio, and wish all nurserymen will take notice and change our post office address from Moscow, our former address to Eaton, O., our present address, where we expect to grow a general line of nursery stock and want to keep in touch with all nurserymen, and glad to have you call and see us any time you are in this part of the State. Wishing you all a happy and prosperous New Year, we remain. Yours truly,

ERNST NURSERIES,

CHAS. ERNST, PROP.

Eaton, O.

## All Nurserymen

Wanting FRUIT TREE SEEDS and EUROPEAN Forest Tree Seeds of the very best quality at low prices should write for special offers to

FRITSCH & BECKER

Wholesale Seedsmen Grosstabaz, Germany

Offers of American Tree Seeds appreciated.  
Code, 5th Edition A. B. C. used

## 50,000 Ampelopsis Veitchii

Strong, well rooted, transplanted, 2 and 3 year plants, best quality at low prices. Also California and Amoor River Privet, Perberry Thun., St. Regis Raspberry, and all small fruit plants.

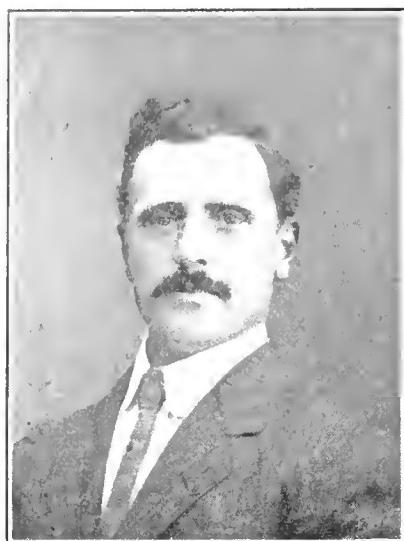
Send for Price List.

CHARLES BLACK  
HIGHTSTOWN, - - - NEW JERSEY

For Sale 100,000 One Year Apple Trees, grown from Whole French Seedlings. Retail and Wholesale. Write

APPALACHIAN NURSERIES, Tallulah Falls, Ga.

Nurseries at Boskoop and Waddinxveen  
Ask for "Silent Salesman." It is yours for  
the asking.



W. VAN KLEEF, Jr., Proprietor

P. S. Am looking for a reliable representative.

## VERKADE VAN KLEEF

"NOVA NURSERIES", WADDINXVEEN (Near Boskoop) HOLLAND

If in need of any of the following items (specialties with us) ask for prices, they will interest you.

- |                               |                                  |
|-------------------------------|----------------------------------|
| Ampelopsis Veitchi.           | Paeonia, in sorts.               |
| Astilbe Gladstone.            | " Duchesse de Nemours.           |
| " Peach Blossem               | " Festiva Maxima.                |
| " Queen Alexandra.            | " Louis van Houtte.              |
| Azalea Mollis, in sorts.      | " Marie Lemoine.                 |
| " Pontica "                   | Picea, in sorts, all sizes.      |
| " Kaempferi.                  | " pungens GI. Kosteri, all sizes |
| Boxwood, bushes,              | Phlox, all varieties.            |
| " pyramids.                   | Retinospora, all sizes           |
| Clematis, in sorts.           | Rhododendron, hardy.             |
| Funkia, in sorts.             | " for forcing.                   |
| Hydrangea Otaksa.             | " American var.                  |
| " pan. gr.                    | Roses dwarf } all the best and   |
| Juniperus, in all sorts.      | " standard } newest var.         |
| Kalmia, Latifolia, all sizes. | " climbing                       |
| Magnolea, all sorts.          | Thuya, in varieties.             |
| " Yulan.                      | Wistaria, purple and white.      |
| " planting size.              | Young stock for lining out.      |

Cable Address: NOVA WADDINXVEEN  
A B C Code, 5th Ed.

## Bobbink & Atkins

Nurserymen and Florists

## RUTHERFORD, NEW JERSEY

Palms and General Decorative Plants, INSPECT  
Conifers, Shade and Ornamental Trees INVITED

## Northern Grown Nursery Stock

We Grow a General Assortment of Trees, Shrubs, Vines, Roses and Herbaceous Perennials, Etc.

Prices Reasonable. Wholesale Trade List for the Asking.

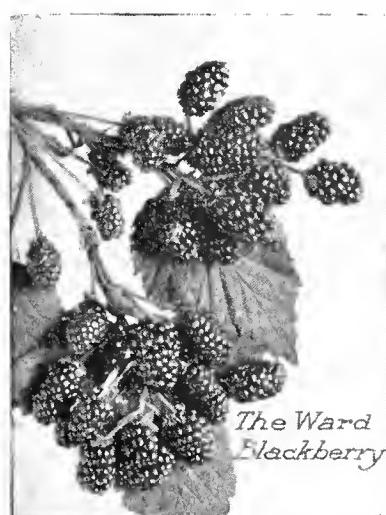
The Bay State Nurseries, North Abington, Mass.

## LEVAVASSEUR & SONS,

Nurseries at Ussy and Orleans  
FRANCE

Wholesale Growers of Fruit Tree Stocks, Ornamentals, Evergreen Seedlings, etc. Best Grading Quality, and Packing. Largest shippers to this country. All leading nurserymen are our regular customers. Orders booked now for delivery for season 1914 at lowest list prices. For further information address our

American Agents, AUGUST ROLKER & SONS, New York, 51 Barclay Street or P. O. Box 752.



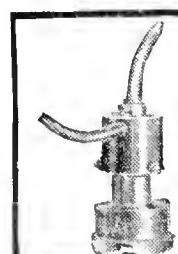
### UNUSUAL OFFER

#### Allen's Blackberry Plants

We have 100,000 surplus blackberry plants of Snyder, Mercereau, Watt and Nanticoke. Send list of what you can use for special prices. This is nice stock that will be sure to please.

Write for Allen's 1914 Free Berry Book.

W. F. ALLEN Box 96, Salisbury, Md.



#### The Campbell Automatic Irrigation Sprinkler

Solves the "Irrigation Problem" and affords rain when you want it, and like you want it, at the minimum cost of installation and operation. Sample postpaid \$3.00. Money back if you want it. Descriptive literature on request.

J. P. CAMPBELL, Jacksonville, Fla.

When writing to Advertisers please mention The National Nurseryman.

# ORNAMENTAL STOCKS

NURSERIES  
420 ACRES

## WE GROW

**FRUIT TREE STOCKS**—All Sizes.  
300 varieties of Conifers, 1 to 4 years old.  
1200 varieties of Ornamental Trees and Shrubs, 1 to 3 years old.  
1600 varieties of New and Old Ornamental Trees & Shrubs in all Sizes.  
250 varieties of Climbing Plants.  
400 varieties of Conifers, 1 to 4 feet high.  
400 varieties of Perennials.  
800 varieties of New and Old Roses.

We Have No Agents.  
Write direct to us and  
ask for **WHOLESALE  
CATALOGUES**

16 Route d'Olivet

**BARBIER & CO.**

Orleans, France

## LOUIS LEROY'S NURSERIES CO.

OF ANGERS (France)

L. LEVAVASSEUR & L. COURANT, Proprietors-Directors.

Established 1795

## French Fruit Tree Stocks and Ornamental Stocks

Export Exceeds 25,000,000  
Stocks Annually

**Wholesale Growers and Exporters of High-Grade Nursery Stocks:** Such as

Pears, Apples, Mahaleb, Maard Myrobolan and Angers  
Quince Stocks. Forest Trees (Seedlings and Transplanted).

Evergreens, Ornamental Shrubs, Manetti, Multiflore and  
Roses. Also a full line of Ornamental Stocks.

FOR WHOLESALE CATALOGUES AND PRICE LISTS, ADDRESS US, OR OUR

American Agent, H. FRANK DARROW, New York, 26 Barclay Street, or P. O. Box 1250



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ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.00 per year in advance

FOREIGN SUBSCRIPTIONS \$1.50 per year in advance

Advertising Rates on Application

THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated

Livingston Building, Rochester, New York.

When writing to Advertisers please mention The National Nurseryman.

# SIX SHORT STATEMENTS ABOUT HARRISONS' BERLIN-GROWN TREES

1. We Sell Only Trees We Grow.
2. Our trees are budded from bearing orchards.
3. The warm, loamy soil in our nurseries makes big strong roots.
4. Our long growing season makes young trees larger than those grown where winter sets in earlier.

5. Our winters are severe enough to put hardiness into the trees and ripen the wood thoroughly.

6. We have over 2500 acres of Eastern Shore land planted to Apple, Peach, Pear and Cherry trees and other nursery stock, and a corps of efficient men to give them expert care.

This list is for your convenience in ordering. If your requirements are not here, write for our regular price list or tell us what stock you will need and let us quote. Get your order in early.

## APPLES

	5-6	4-5	One Year	3-4	1 in.	Two Year	6-7	5-6	4-5
A. G. Russett	75	25							
Albemarle Pippin	700	2000	2000				50	300	50
Alexander			200						
Baldwin	25000	25000	10000		2000	10000	5000	5000	10000
Ben Davis	1000	1500	1000		1000	3000	500		
Bismarck						25			
C. R. June	150	150	100			100	50		
Carthouse						50	100		
Coffelt Beauty						150			
Cooper's Market						150	50		
Dominie	200	200	100			25			
Duchess	300	1000	3000						
Early Harvest	700	500	500		200	500			
Early Colton						100	100		
Early Strawberry	100	300	100			200			
Ensee						50			
Fallawater	400	300	50		200	300			
Fall Pippin	400	200	50						
Fameuse	400	500	100						
Fourth of July						500	400		
Gano	600	1000	200		1000	2000			
Golden Sweet	75	50							
Gravenstein	1500	1000	500						
Grimes Golden	4000	5000	3000						
Hubbardston							50	50	
Jeffries						100	25		
Jonathan	4000	4000	2000		500	3000	500		
King	2000	800	250			400	50		
Maiden Blush	100	200	200						
M. B. Twig	25000	20000	10000						
Mann						100	25		
McIntosh	10000	10000	10000						
Missouri Pippin	100	50			200	25	25		
Myrieck	100	50				100	100		
Nero	1250	1250	750		400	300			100
N. W. Greening	400	300	50			1000	50		
Opalescent	150	150	50						
P. W. Sweet	600	500	100						
Porter						25			
Rawles Janet						200	50		
Rambo	1500	500	400		200	250	50		
R. I. Greening	400	1500	200						
Red Astrachan	2000	2000	500		100	1000			
Rolfe					50	50			
Rome Beauty	7000	4000	700			100			
Salome						100	50	50	
Scott's Winter						100			
Smith's Cider	300	200			200				
Smokehouse	250	250	150						
Spitzenburg	250		250						25
Stark	7000	2500	1000		250	400	200	100	
Summer Hagloe	100	150	200						
Stayman's	25000	20000	5000		1000	5000	5000	5000	
Strawberry (Chenango)	200	100	50		50	50	50	50	
Sweet Bough	50	100	100						
White Pippin	15	10							
Walbridge	250	250	400						
Wealthy	2000	3000	500			400	200		
Wm. Early Red		2000	6000						
Winesap	5000	5000	2000		1000	6000	1000		
Winter Banana	200	100	50						
Wolf River	2000	1500	750		50	200	200		
Yellow Transparent	3000	4000	2000						
Yellow Bellflower	50	200	200						
York Imperial	5000	5000	1000		1000	10000	10000	5000	

## CRAB APPLES

Golden Beauty	150	100	100						
Hyslop	100	150	100						
Martha	50	50	50				500	500	
Transcedent	100	100	50			800	500	200	

## STANDARD PEARS

	5-6	4-5	One Year	3-4	1 in.	Two Year	6-7	5-6	4-5
Bartlett	600	100	200						
Kieffer	1000	10000	5000		400	3000	3000	1500	

## PEACHES

	1 in.	6-7	5-6	4-5
Crawford Late	1000	5000	5000	1000
Elberta		9000	2000	1000
Yellow St. John	2000	1000	100	

*J. G. HARRISON & SONS  
BERLIN, MARYLAND*

Proprietors  
Maryland

Designed and written by The McFarland Publicity Service, Harrisburg, Pa.

Press of Robinson Publishing Company, Hatboro, Pa.



# THE NATIONAL NURSERYMAN



MARCH, 1914

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

OFFER A GENERAL LINE OF

## Choice Nursery Stock

### CHERRY and STD. PEAR

of Extra Fine Quality.

If you are in the market for superior trees write us for prices.

## I. E. Ilgenfritz' Sons Co.

MONROE, MICH.

## THE JEWELL NURSERY CO.,

Wholesale Nurserymen

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

Everything in the line of Nursery Stock suited to Northern culture.

*Let us figure with you*

## MOUNT ARBOR NURSERIES

E. S. WELCH, Proprietor

136 Center St., :: Shenandoah, Iowa

Make a Specialty of a Complete Line of High Quality  
Nursery Stock for WHOLESALE TRADE

APPLE TREES—We wish to call special attention to the finest lot of Apple we have ever grown; none better on the market.

BLACKBERRIES—Large stock root-cutting plants.

ORNAMENTALS—A select lot of Silver Maple, 2 to 2½-in., 1½ to 2-in. grades; Ash, Box Elder, Linden, American Sycamore, Horse Chestnut, Catalpa, Poplars, Norway and Sugar Maple.

PRIVET—California, Ibota, Amoor River North.

CRIMSON RAMBLER ROSES

APPLE GRAFTS—Any style made to order; machine wrapped; quality guaranteed; none better.

ASK FOR SPRING TRADE LIST.

Always pleased to quote your wants.

## WATCH OUR BULLETINS



IF NOT ON OUR MAILING LIST  
WRITE US



C. R. BURR & CO.,  
MANCHESTER, CONN.

Now is the time to place your orders for

# Direct Importations

from European Nursery Centers

## FRENCH FRUIT STOCKS

Apple, Pear, Myrobalan, Mahaleb, Mazzard Seedlings, Manetti, Multiflora and Quince stocks. Also full line of Ornamentals for lining out, from Vincent Lebreton's Nurseries, Angers. Best packing and grading. February shipment from France.

**Boskoop, Holland, Nursery Stock**  
Boxwood (pyramids, bushes, standards, ball-shape, etc.). Roses, Tree Roses, Rhododendrons, Azaleas, Magnolias, Koster Blue Spruce, Evergreens, Hydrangea P. G., etc., etc., from Schaum & Van Tol, Boskoop.

## DECIDUOUS TREES

Norway and Schwedler Maples, Tilias, Elms, Chestnuts, Oaks, Planes, Thorns, etc., etc., etc., straight stems and good roots, careful selection, best packing from Union Nurseries, Oudenbosch, Holland.

Besides representing the above firms as Sole American Agents, we import to order

## FROM JAPAN AND ENGLAND

English Manetti, Gooseberries 2 and 3-yr. (Whinham Industry, Whitesmith, etc.), Japanese Nursery Stock and Lilies.

**BAY TREES.** Standards, Pyramids and all shapes from Belgium, Fall or Spring shipment.

**RAFFIA.** Red Star Brand and four other grades; also dyed Raffia in 20 colors.

**WRITE US** for catalogs, special lists, etc., stating the class of stock you are interested in.

**SHIPPING.** We have our own Custom House Dept., with shipping connections at Havre, Hamburg, Rotterdam, Antwerp, Southampton, etc.

**McHutchison & Co.,**

17 Murray St.  
New York

The Import  
House

When writing to Advertisers please

## ORIENTAL PLANES—All Sizes

From 1½ to 2½ inch Caliper

Carolina Poplars Lombardy Poplars Sugar Maples  
Double Flowering Japan Cherries  
Weeping Japan Cherries Flowering Apples

7,500 Kieffer Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
1,200 Kieffer Pears, 4 to 6 ft.,  $\frac{5}{8}$  to  $\frac{3}{4}$  in.  
2,500 Rossney Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
3,000 Yellow Transparent Apples, 11-16 in. and up  
10,000 York Imperial Apples, 11-16 in. and up  
15,000 Stayman's Winesap Apples, 11-16 in. and up  
5,000 Japan Plums,  $\frac{3}{4}$  in. and up  
10,000 Downing Gooseberries, 2yr. No. 1  
Asparagus, strong 2 years

Large and Complete Assortment of Ornamental Trees  
and Flowering Shrubs, Etc.

**Hoopes, Bro. & Thomas Company**

Maple Avenue Nurseries

PHILADELPHIA OFFICE:  
222-3-4-5 Stephen Girard Bldg.  
21 So. Twelfth Street

West Chester, Pa.

**Griffing Brothers**

**Grow the Better Kind of Trees**

**PECANS**, Budded or Grafted

**PLUMS** on Plum Roots

**PERSIMMONS**, Japanese

**FIGS**, Celestial, Magnolia, Brown Turkey varieties

**SCUPPERNONG, JAMES** and other Muscadine Grapes

**MULBERRIES**, well branched trees, free from Blight

**CAMPHOR** Trees

**CONIFERS** and Evergreen Trees

**PALMS** and Tropical Plants

**SATSUMA** Orange and other Citrus Fruits

Prices are Right

Trees are Right

**GRIFFING BROTHERS**

JACKSONVILLE, FLA. MOBILE, ALA.  
MIAMI, FLA. PORT ARTHUR, TEXAS

mention The National Nurseryman.

# NURSERYMEN AND FLORISTS Painesville Nurseries

looking for stock can  
find largest assortment  
in United States at the

Fruit and Nut Trees, Deciduous Trees, Shrubs and Evergreens, Hardy Roses, Vines and Plants, Grapes, Gooseberries, Small Fruits, Bulbs, Seeds, Palms and other tender Greenhouse Plants

Have large stock stored in frost-proof cellars that can be shipped at any time desired; switch from N. Y. C. lines direct into our packing house; can load without exposure. Unsurpassed facilities for handling orders—large or small.



CATALOGS AND PRICE LISTS FREE

A FEW SPECIALS WHILE THEY LAST: Standard Pears in assortment, Duchesse Dwarf Pears, Bourgeat Quince, Prunus Pissardi and Triloba, Cuthbert and other Raspberries, Concord and other Grapes.

## OUR SPECIALTIES ARE

Roses, H. P. Moss, Ramblers, Climbers, etc., Peaches, Pears, Plums, Cherries, Ornamental Trees and Shrubs in car lots. Weeping Mulberries, Elm and Ash, Clematis, Ampelopsis, Paeonies, Hydrangeas, Bush and Tree Perennial Plants.

## THE STORRS & HARRISON CO.

No trouble to price your list of wants

PAINESVILLE, OHIO

50 Years 1200 Acres 44 Greenhouses

When writing to Advertisers please mention The National Nurseryman.

## Small Stock for Lining Out

New Price List showing varieties and prices now ready. We offer a large assortment of first class stock in these small size plants for lining out. Get our list and order early.

### Fruit Stocks

We have a small surplus of MAZZARD NO. 1, MYROBOLAN NO. 1, and MANETTI ROSE 5 to 8 mm. To dispose of these we are making especially low prices. Here is a chance for a bargain. Write us.

### Fruit Seeds

ALL varieties of Fruit Seeds exhausted except some Kieffer and Japan Pear Seeds. Prices upon application.

### Tree Seeds

We have a small surplus of certain varieties. Write for list and prices. All first class seed.

### Raffia

New price list quoting Red Star, XX Superior, AA West-coast and Arrow Brands, just issued. Send for a copy and place your order for immediate or later shipment as you desire.

### Ornamental Nursery Stock

A complete line of Hardy Ornamental plants on hand at all times. Send your lists to us for prices.

## Thomas Meehan & Sons

Wholesale Nurserymen and Tree Seedsmen

DRESHER

PENNSYLVANIA

## SPECIAL NOTICE

APPLE QUINCE PEAR CHERRY  
PEACH PLUM

A Fine Block of  
Own Root Roses

ORNAMENTAL TREES      SHRUBS  
BERRIES      CLEMATIS  
EVERGREENS      PEONIES      PHLOX  
PYRAMIDAL and STANDARD  
TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete  
lists and carload lots.

W. & T. SMITH COMPANY  
GENEVA, N. Y.

63 Years

700 Acres

When writing to Advertisers please mention The National Nurseryman.

### Apple Seedling

Japan and French Pear Seedling

Apple Grafts Made to Order

Catalpa Speciosa and Russian

Mulberry Seedling

Apple Trees, 2 years

Our Apple Trees are a clean, healthy lot, strictly first class and will please you. Let us price your wants.

### Kieffer Pear, 2 Years

Peach      Cherry, 1 year      Gooseberries

Rhubarb      Shade Trees

Flowering Shrubs, in Variety

We have a very fine stock of Althea, both tree and bush form. Good list of varieties.

J. H. SKINNER & CO.  
TOPEKA, KANSAS

## BERCKMAN'S SPECIALTIES

WE OFFER TO THE TRADE THE FOLLOWING

### CONIFERS

Biota aurea nana, all sizes. Biota aurea conspicua, from Retinosporas, various sorts. 2 to 12 ft. Cupressus pyramidalis, from Thuya Pumilla, Junipers, in variety. 1 to 10 ft.

### BROAD-LEAVED EVERGREENS

Aucuba      Azalea Indica  
Berberis Japonica      Camellia Japonica  
Camphor      English Laurel  
Gardenias      Ligustrums, in variety  
Magnolia Grandiflora      Olea fragrans  
Magnolia fuscata      Osmanthus aquifolium

### HEDGE PLANTS

Dwarf Box      Citrus Trifoliata  
Privet, California and Amoor      Spiraea Thunbergii

### CLIMBERS

Ampelopsis quinquefolia      Euonymus radicans  
Ampelopsis Veitchii      English and Algerian Ivy  
Rhynchospermum      Roses, field grown, own roots  
Wistaria, grafted, best sorts      and budded

### DECIDUOUS SHRUBS

Cornus      Deutzias  
Exochorda      Hydrangea, Otaksa, etc.  
Philadelphus      Pomegranates  
Spiraeas      Lilacs, best sorts, grafted  
Styrax Japonica      Cercis, Japonica

### SHADE TREES

Elms      Hackberry  
Magnolia purpurea      Salisburia  
Texas Umbrella      Tulip Poplar  
Cercis canadensis      Weeping Mulberry

### FRUIT AND NUT TREES

Apples, leading sorts      Peaches, never offered better stock  
Mulberries, grafted      Spanish Chestnuts  
Figs      Nectarines  
Olives      Almonds

### JAPAN WALNUTS

We grow a general line of nursery stock for the northern as well as the southern trade. Wholesale and retail catalog for the asking.

P. J. BERCKMANS CO., Incorporated

FRUITLAND NURSERIES

AUGUSTA, GEORGIA

Established 1856

Over 450 Acres in Nursery

## The Best Tree Digger on Earth



Used and Recommended by Leading Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
LOUISIANA, MO.

We have every facility for growing evergreens from seed—plus the finest natural location that we know of in the United States, plus over 50 years' practical knowledge of how to do it best. We are now growing millions of them for nurserymen's and dealers' trade, lining out, etc., and you will find

## Hill's Evergreens

the best investment you can make—if you are looking toward permanent results and satisfied customers, as well as the first cost of the trees. We go to a great deal of trouble and expense gathering and sowing our seed, but we think it's worth it all to know that the little trees are true to name, and healthy and vigorous. Our customers, too, have found that it's worth the cost to know that they're getting reliable trees when they buy here. If you want the best evergreens you can get for your trade let us tell you more about those of "Hill Quality."

**THE D. HILL NURSERY CO., Inc.**  
*Evergreen Specialists*

D. HILL, President Box 401, DUNDEE, ILLINOIS

# L. Spaeth

BERLIN  
Baumschulenweg  
GERMANY

## Largest Nurseries in Europe

2000 ACRES

FOUNDED 1720

### HARDY TREES AND SHRUBS

1. Our Nurseries lie in a colder climate than the French, Dutch and English nurseries—
2. We grow all the stock we sell—
3. Moderate Prices.
4. When in Europe come and see our nurseries—

Catalogs free—

Have you seen and examined the quality and finish of our

### Rawhide Brand of Shipping Tags and Tree Labels

printed or plain, strung or wired?

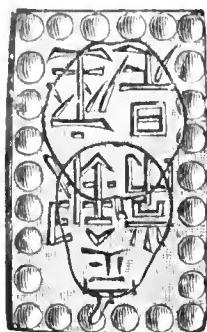


This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our reference are the largest nursery men in the United States.

**The Denney Tag Co.**  
West Chester, Pennsylvania

## Heikes—Huntsville—Trees



### Huntsville Wholesale Nurseries

Huntsville, Ala.

JESSIE S. MOSS, Prop.

We offer for Spring of 1914  
in large quantities as usual:

#### S P E C I A L T I E S

APPLES—Commercial varieties, one and two year, in large supply. As fine in quality as ever grown.

PEARS—Kieffers, one and two years old. A much smaller crop than heretofore.

CERRIES—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.

CERRIES—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

PEACHES—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.

ROSES—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.

PRIVET—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.

PECAN SEEDLINGS—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

Address, HUNTSVILLE WHOLESALE NURSERIES  
HUNTSVILLE, ALA.,

## Hardy Conifers

Let us quote you on Evergreen seedlings and transplants for lining out. You will save money by writing for our catalog and prices before placing your orders.

## The North-Eastern Forestry Co.

Cheshire, Conn.

## YELLOW BABY RAMBLER

The latest in roses and completing a wonderfully fine collection of Baby Roses, unsurpassed for bedding and hedging purposes. Hardy Yellow Roses are scarce; hardy everblooming yellows are scarcer still. This new variety is similar in all respects to the original Crimson Baby Rambler excepting color. We own and control the entire stock. The name is fully protected and colored plates, circulars, advertising matter can be supplied.

Write for prices for this season's delivery

## Jackson & Perkins Company

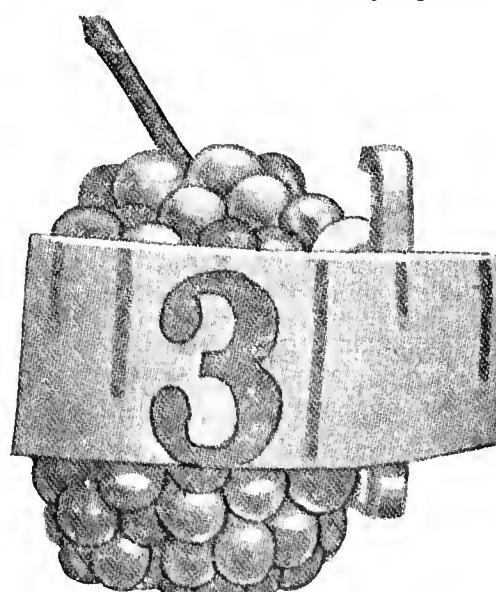
Newark, Wayne Co.,

New York State

## Our Great Macatawa Challenge Offer

I will pay \$1000 for two dozen plants of a better Blackberry than the Macatawa, judged on the following points: 1, size of berries; 2, hardiness of plant; 3, habit of growth of plant and fruit; 4, yield or average cropping; 5, flavor of berries; 6, freedom of berries from core or seeds; 7, ease in picking; 8, shipping quality of berries. Send for catalogue.

Alfred Mitting, Holland, Mich.  
Berry Specialist.



Wonderful  
Vitality

Four out of the six "Macatawa" have started growth, which is satisfactory considering the roots were only packed in paper and sent this long distance.

Yours faithfully  
Percy Fowler.  
Shanghai, China,  
July 6, 1913

"The Macatawa Berry is  $3\frac{1}{2}$  inches one way  
by  $3\frac{3}{4}$  inches the other."

The most wonderful berry ever introduced. Send for colored plates.

FORTY-SEVENTH YEAR

# T. S. HUBBARD CO.

*Fredonia, N. Y.*

The longest established and best known growers of

## GRAPE VINES

And the largest stock in the United States

AGAWAM	LUTIE
BRIGHTON	MOORE'S EARLY
CAMPBELL'S EARLY	NIAGARA
CONCORD	POCKLINGTON
DELAWARE	SALEM
DIAMOND	WOODRUFF RED
EATON	WORDEN

GREEN MOUNTAIN

and all other old and new varieties which we think worthy  
of general cultivation

## CURRANTS

BLACK CHAMPION	POMONA
BLACK NAPLES	RED DUTCH
CHERRY	VERSAILLES
FAY'S PROLIFIC	VICTORIA
LEE'S PROLIFIC	WHITE DUTCH
NORTH STAR	WHITE GRAPE

and many other well known varieties. Also a large stock of  
President Wilder and White Imperial.

## GOOSEBERRIES

A fine stock of leading varieties. One and two years.

## BLACKBERRIES

The largest and best stock of root-cutting plants in this  
country. SNYDER in great quantity. Our blackberry  
plants are as well furnished with fibrous roots as our well-  
known grape vines.

Send for our Price List and Descriptive Catalogue

64TH YEAR

Baltimore Nurseries

# FRANKLIN DAVIS NURSERY COMPANY

Baltimore, Md.

We offer for Spring 1914: High Grade Stock.

General Line:

Peach, Apple, Pear, Cherry, Plumb, California Privet in 1 and 2 year fine stock.

Oriental Planes, Norway Maples, American Elms, Silver Maples, Horse Chestnuts, Etc.

Will make prices right on Peach and Privet in carload lots  
for early orders.

**Send Us Your List  
of Wants**

# SEEDLING EVERGREENS

## BY THE MILLIONS

Arbor Vitae	Jack Pine
Austrian Pine	Norway Spruce
Black Hill Spruce	Pinus Ponderosa
Colo. Blue Spruce	Pitch Pine
Concolor	Red Spruce
Douglas Spruce	Scotch Pine
Engelmannii Spruce	White Pine
European Larch	White Spruce

All sizes. Ask for prices.

## SPECIAL QUOTATIONS ON LARGE ORDERS

Also the following APPLES in 1-2 in., 5-8 in.  
and 11-16 in. sizes at special prices:  
Ben Davis, Duchess, Florence, Gano, Hibernal,  
Iowa Beauty, N. W. Greening, Okabena, Pat-  
ten's Greening, Peerless, Peter, Pewaukee,  
Scott's Winter, Soulard, Strawberry Crab,  
Transcendent, University, Virginia, Wealthy,  
Whitney and Wolf River.

# SHERMAN NURSERY COMPANY

CHARLES CITY, IOWA

## French Fruit Stocks

MAHALEB, MYROBOLAN, MAZZARD,  
QUINCE, APPLE, PEAR 1 Year Transp.

MARIANA Cuttings

Large Stock of Norway Maples

From 4 to 12 ft.

Schwedleri Maple 5 to 8 feet, Cornus Elegans  
2 to 3 feet

RIVERS PURPLE BEECH, 1 to 3 feet, grafted  
VIBURNUM PLICATUM, 1½ to 2 feet.

## EVERGREEN SEEDLINGS AND

## TRANSPLANTS

HEMLOCKS 10 to 12 ins., Transp'd.

General Assortment of Hardy Shrubs

ALTHAEA, SPIREAS, HYDRANGEA,  
DEUTZIA,

PRIVETS, WEIGELA, etc., All sizes

HERBACEOUS PAEONIES, LOW PRICES

MANETTI AND GRIFFERIE CUTTINGS,

BRIARS, POLYANTHA, RUGOSA,  
SEEDLINGS

ROSES, MOSS, HYBR. PERP. CLIMBERS

TEAS AND HYBRID. TEAS

WRITE FOR ENGLISH TRADE LIST.

**Desfosse-Thuillier Fils & Co.  
Orleans**

No Agents

35TH YEAR

## Pan Handle Nurseries

WE OFFER A COMPLETE ASSORTMENT OF NURSERY STOCK CONSISTING OF

Apple	Poplar Carolina	Ampelopsis
Pear	Poplar Volga	Roses
Plum	Elm American	Evergreens
Cherry	Sycamores	California Privet
Peach	Mountain Ash	Buxus
Grape	Lilthea	Weeping Trees
Currant	Hydrangea	Catalpa Seedlings
Gooseberry	Barberries	Black Locust "
Small Fruits	Syringas	Fruit Tree "
Maple Norway	Clematis	Catalpa Speciosa Seed.
Maple Silver	Honey Suckle	Etc., Etc., Etc.
Maple Schwedlers	Wistaria	

Our stock is well grown and graded. Prices are such that it will pay to investigate. Come and see us or write.

J. K. HENBY & SON  
GREENFIELD, IND.

## WOOD LABELS

For Nurserymen and Florists

The kind that give satisfaction.

Facilities for the handling of your requisite, combined with the quality of our product is unsurpassed.

Samples and prices are at the command of a communication from you.

## Dayton Fruit Tree Label Co.

South Canal St., Dayton, Ohio

## The Framingham Nurseries

200 Acres  
High Grade  
Trees, Shrubs,  
Evergreens,  
Vines, Roses,  
Etc.



Fine Stock  
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Rhododendrons  
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We Offer for Spring 1914

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IN CAR LOTS ALL SIZES  
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Small Fruit Plants our specialty for 25 years. 100,000 Transplanted Raspberry, Blackberry and Dewberry plants, fine for critical retail trade.

Currant, Gooseberries, Grapes, Horseradish, Asparagus, Rhubarb, etc. Hardwood cuttings and layers in large quantities. See our wholesale list before placing your order.

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GRAPE VINES—One and two years old. Varieties largely Moore's Early, Concord and Niagara.

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**Northern Grown White Pine  
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For Nursery and Forestry Planting

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12" to 18" 2 year Transplants

500 at the thousand rate. No order for less than 1000 accepted.

Write for special quotations on 10,000 and over lots.  
Orders will be filled at the above prices so long as stock lasts.

All vigorous healthy stock with dark glaucous foliage—  
grown from virgin cork pine seed—no disease—no fungus  
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Terms 60 days net to firms of known credit

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Shipping facilities, New York Central lines and American Express.

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Manufacturing Chemists

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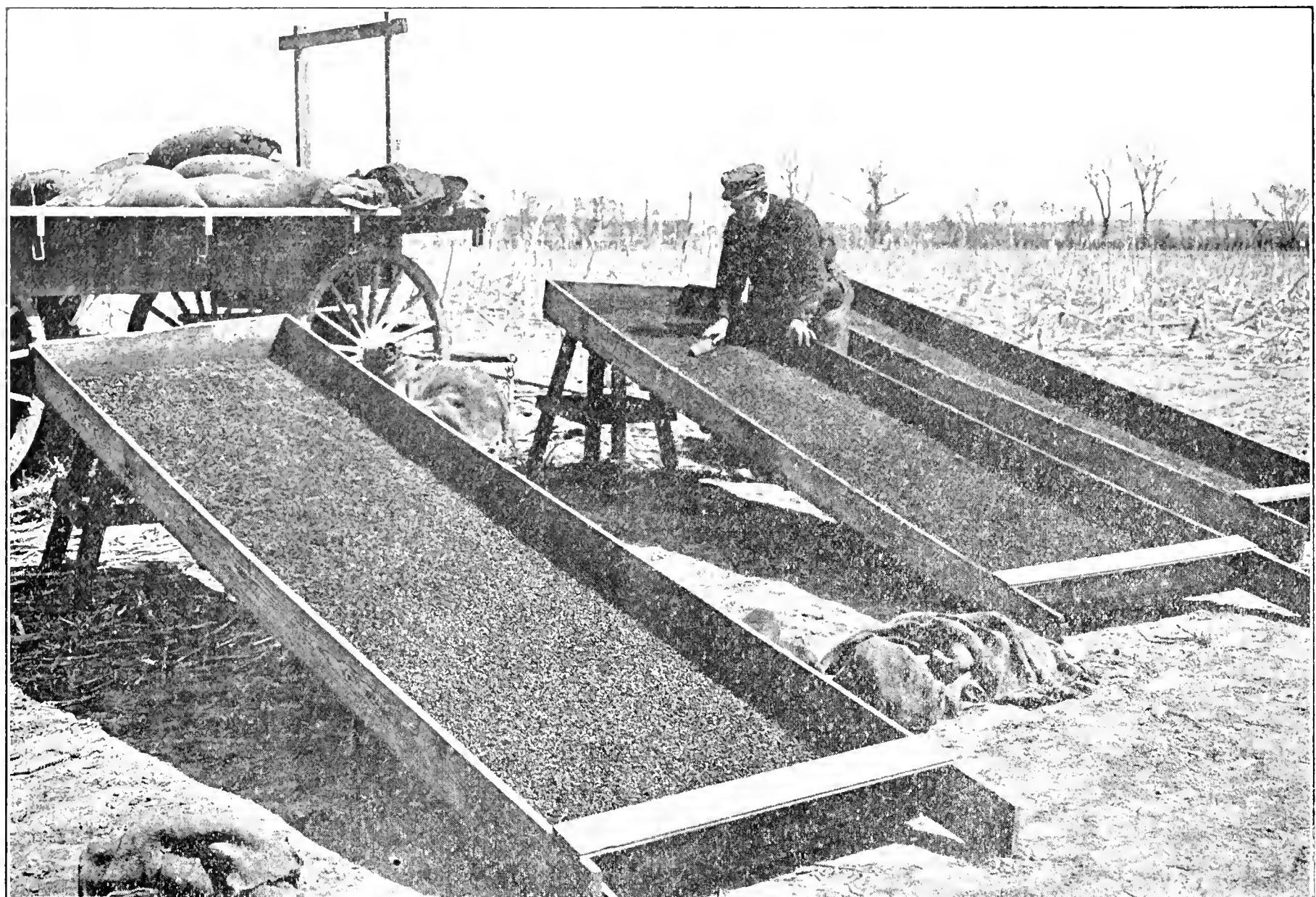
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It must be dry when shipped from France or it will heat and spoil in the barrels. It must be soaked when we receive it or it will not germinate. It must be put upon ice to hold it until the ground is in the proper condition to plant. It must be dried the second time so that it will run through the drill. This last drying often has much to do with the stand of seedlings.

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**Apple and Pear Seedling Specialists.**

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# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXII.

ROCHESTER, N. Y., MARCH, 1914.

No. 3.

## ARE THE PARCELS POST RATES ON NURSERY STOCK SATISFACTORY?

By H. S. DAY, Fremont, Ohio.

Read before the Ohio Nurserymen's Association.

It might appear from the subject assigned to me, "Are the parcels post rates on nursery stock satisfactory" that the subject was not quite complete in that it does not inquire to whom the rates are satisfactory.

If this question were asked of the Express companies, I am sure that they would reply, that although the parcels post as a system is not to their liking, yet that the rates on nursery stock are quite satisfactory to them.

This opinion is further confirmed by the statement made to me by the agent of the American Express Co. at our place, last Saturday to the effect that if I did not send my stock back from the Apple Show till after February 1st, when this "sweeping reduction" in express rates goes into effect, that I would have to pay 50 per cent. more to get it back home than I did to get it down here.

By this I do not wish to infer that express rates are going to be raised instead of lowered, because it is true that there will be a general reduction, but the reductions are largely on the long hauls, and in many instances the rate will be higher on the short hauls.

But to return to the subject, I think we are safe in assuming that its intent was, are the parcels post rates on nursery stock satisfactory to the nursery interests of the State and the country in general?

Again, unless some of the members of this association have experienced a change of heart since the meeting of a year ago this question would be answered in both the affirmative and the negative.

You will remember that it was explained to us last year that at the time the parcels post bill was up before congress, that the seedsmen and florists of the country asked that the old rate on "seeds, bulbs, plants" etc., be left unchanged.

It was also explained that they feared that if the parcels post was made to apply to all third class matter that their heavy catalogues would come under the parcels post.

I am willing to admit that there was reason and

justice in their request as far as it protected the rate on catalogues, but it has never been satisfactorily explained to me why the seedsmen and florists of the country had to oppose the parcels post rate on nursery stock in order to retain the old rate on catalogues.

Of course you all understand that books, etc., have always been classed as 3rd class matter with a flat rate of 1 cent for each two ounces or fraction thereof.

Some twenty-five or more years ago, realizing the importance of the encouragement of the dissemination and planting of seeds, bulbs, plants, etc., a special dispensation was made in regard to these articles, making them 3rd class matter instead of 4th class, and gave them the special rate of 1 cent for each 2 oz. or just half the rate on all other kinds of merchandise, except books and printed matter.

As a matter of fact the congress that established the parcels post a little over a year ago, did not include 3rd class matter as parcels post matter, but left the classification of such things entirely within the discretion of the postmaster general. The only exception was in regard to seeds, etc., or nursery stock, which were once more made 4th class matter, or parcels post matter, but with the specific ruling that no change in the old rate should be made.

It would look to the average nurseryman, as if the action of the seedsmen and florists of the country was a little selfish in the matter, yet I am not saying that if this action were of benefit to them, and if they "could put it over" as the saying is, that we should unreservedly blame them, but yet on the other hand, if the parcels post rate, if applied to nursery stock would benefit the great majority of the nurserymen of the country and not only them but their customers as well then I believe that it is the duty of every nurseryman to do all he can to get that rate.

I notice just now that the florists of at least one section of the State are asking the aid of all the nurserymen of the State, if not the entire country, to

help them keep this kind of stock off the tax duplicate.

I am not denying that this may be of advantage to all the nurserymen, nor that we all ought to help in this matter. But I have always been a firm believer in reciprocity, and it does not look just right to me for one branch of the trade to unite to obtain legislation beneficial to themselves and detrimental to the vast majority of the nurserymen of the country, and then turn around and ask all to assist in a matter that is again of much greater benefit to them but which may be of benefit to the entire trade.

It seems to be a noted fact that they did not ask the aid of the general nursery trade when they were fighting the parcels post rate on nursery stock.

But this is not the proper view to take of the matter, and it is not the view that I like to take of it.

Instead, we ought all to be broad enough, all classes of the trade, to stand together and work for the interests of the greater number, overlooking some possible personal matter, and to work for all measures beneficial, and for the defeat of all measures detrimental to the nursery trade in general.

But to return to the subject once more, would the admission of nursery products to the parcels post be beneficial to the majority of the nurserymen of the country? Personally I am fully convinced that it could not but help be beneficial to the vast majority and I can hardly see why it is not bound to be beneficial to all, even to those who are opposing it because they think it would not.

And I find that that seems to be the opinion of all nurserymen to whom I have talked on the subject.

And I am even hopeful, that with the changes that have taken place in the system during the past year, which we must remember is the first year, that those who formerly opposed the system are at least partially converted to our way of thinking.

And as improvements are being made every week in the system there is no question but that it will ultimately be of greater benefit than it is at the present time.

Now let us see what the difference in rates is on nursery stock and other merchandise when sent as parcels post.

If you had a sack of sugar weighing 20 pounds which you wished to send to a country customer, ten miles out in the country on an R. F. D. route you could send it for 15 cents. That is certainly reasonable. You could not send it by express at any price.

But if it were 20 pounds of nursery stock it would cost you 1 cent for each 2 ounces or \$1.60 to send it to the same man. And if you wished you could send it clear to San Francisco and have it delivered on an R. F. D. route there for the same price.

Or to draw the distinction still finer if you wished to send a sack of corn weighing 50 pounds out to this man to be used as chicken feed you could send it for

30 cents. But if the corn were to be planted, it must be classed as seeds, and it would cost you \$4. Would not that be a rank discrimination?

We find that up to the sixth zone that the parcels post rate on merchandise is lower than the old flat rate on seeds, etc. That, in the 6th zone it is practically the same. And that the only places where the old flat rate is lower are in the 7th and 8th zones.

For this section of the country the first six zones include all the United States to the east, north and south and all the west except 7 states on the Pacific slope. (To one located) in Kansas, Nebraska, Iowa, etc., the first six zones would include practically the entire U. S.

Of course to one situated in the extreme east or west of the country, while the six zones would give him as many miles in all directions it would include a less portion of the country, than to one more centrally located.

The first five zones include all the country within a radius of 1000 miles. The 6th zone includes all within a radius of 1400 miles.

How much of the nursery business, which might otherwise go by parcels post, if we had the rate, would go beyond the 1400 mile limit? I venture to say that over 90 per cent. would be within this limit, and consequently would go cheaper by parcels post than by the old flat rate. And I venture to say that much more than one-half of the business would be within the limits of the 2nd zone of 150 miles and within which limits you can now send a parcel weighing 50 pounds.

Therefore it cannot now be claimed with reason, as it was at first, that the old flat rate is lower in the aggregate than the parcels post rate. The aggregate for the whole country could not be lower and the aggregate for an individual firm could not be lower except in the case of a firm the great bulk of whose business was done beyond the limits of the 6th zone or at a distance greater than 1400 miles and if that firm were located anywhere near the Mississippi valley the 6th zone would include the entire United States or at least nearly all.

But there are those who say, "Yes, but the express companies give a lower rate sometimes." That may be true and where they do I say most heartily give them the business. If there is ever a case where an express company will carry a parcel cheaper than anyone else it must be the result of some mistake and they deserve to have it.

No one is compelled to use the parcels post against his will.

But we find upon investigation that within the limits of the second zone or within a radius of 150 miles, that on all small packages up to 30 pounds that the parcels post rate is lower than the express rate. And that on parcels between 30 and 50 pounds that the express rate is usually lower. And that prob-

ably accounts for the fact that on February 1st some of these express rates will be increased on the short hauls.

Further we find that in all zones without exception that the parcels post rate on all small parcels weighing a few pounds is much lower than the express rate.

Think of sending a parcel weighing two pounds from Maine to California for 24 cents. Yet that is the parcels post rate and in addition, if the consignee lives out on an R. F. D. route the parcel will be delivered at his door.

Yet, that is not so wonderful when we consider that for years before we had the parcels post in this country, owing to the fact that foreign countries had it, this same parcel could have been sent, not to California, for it would have cost 32 cents to have sent it there, but on through to Japan or to any country having a parcels post convention with the United States for this same 24 cents. Or the same parcel could have been sent from California to Berlin, London or Paris or vice versa, and the same rate prevails today. I am very sure that you will find, if you investigate, that the express rate on the long hauls and on the larger parcels is, or will be about the same as the parcels post rate, although before the latter went into effect it was much higher.

Is not that alone an argument for the parcels post?

I have never yet heard of an express company going into bankruptcy and if a parcels post system, by the means of competition will result in bringing down the express rates, which at least a few people have believed were exorbitant and arbitrary, then I say, boost for the parcels post.

The latter system has a decided advantage over the express companies in that parcels will be delivered and collected on the R. F. D. routes to the farmers door.

Think of the convenience to your customers in this alone. Think of the convenience even between nurserymen. How often it happens, at least it does with me, that you want just a small amount of something with which to complete an order and have to send to a neighboring nurseryman in an adjoining town to help you out. Possibly you want only a few plants or bulbs of only two or three pounds weight and which would cost only six or seven cents if it could come parcels post, and yet the express rate is always that same old tiresome minimum rate of 30 or 35 cents. That difference often represents the difference between profit and loss on those few plants. You can get ten pounds a distance of 150 miles for 14 cents.

I believe it is a duty we owe our customers, if we have their interests at heart to secure a parcels post rate on nursery stock.

How often do you now receive an order which says "send by parcels post" the customer little dreaming

that that kind of stock which for years enjoyed a special low rate of postage is now subject to a much higher rate than other merchandise. The customers have not yet all heard what the committee of seedsmen did to congress when the parcels post bill was up for consideration. All they have been hearing and reading is about the wonderful success of the system.

And speaking of success, who can deny that the system has not been a success of the most howling variety?

The way the merchants and manufacturers of the country have taken advantage of it has proved that it has been a success to all, except to the rival express companies.

I made inquiry of a manufacturing company at home this week who told me that in a period of about 2 weeks recently that on 5000 samples which they sent out they saved \$350 over the lowest special rate quoted them by the express companies.

In our little town of about 10,000 population our parcels post carrier has collected as high as 1100 parcels in one day. He is equipped with an automobile and his collections run close up to the 1000 mark on many days. Does that look as if express were better, or is it any wonder that we want access to it?

As far as catalogues are concerned there will be a regulation go into effect on March 16th, making all books, matter of the 4th class or parcels post matter. Up to eight ounces the postage will be the same flat rate as at present. But over that weight the sender of a catalogue will be at a slight inconvenience and a slightly increased cost.

Personally I believe that some provision should be made whereby a flat rate should apply to a bona fide trade catalogue of whatever weight. And I presume that this obstacle may be overcome the same as many others have been in regard to other objections and differences which have arisen in the first year of operation of the plan.

There are probably some well founded objections to the parcels post system as applied to nursery stock. For one thing, from the nature of the package usually put up by nurserymen containing trees it would be impossible under the present rule of measurements to pack up any trees much over four feet in height. But there are so many things sent by us in small packages that could go by parcels post if the rate were not prohibitive that it looks to me as if we were submitting to the grossest kind of an injustice.

I do not believe that the objection raised by the seedsmen and florist that it would take an infinite amount more of office help to ascertain the amount of postage needed for parcels going to different zones is well founded. We are ready to admit that it will take a little more time but the saving will so far overbalance the extra cost that it would be a good business investment and one which will pay big returns.

To begin with the act of weighing the parcel will

take no longer than formerly. In fact the difference would be in favor of weighing for the parcels post, because anything above four ounces would go at the pound rate and it would not be necessary to ascertain the exact ounce every time as if weighing for a flat rate of so much per ounce. All that is necessary is to see that it is of so many pounds weight, any fraction of a pound counting as a full pound.

I have made repeated tests in looking up the rate for different places in different zones and find that I can easily look up a rate anywhere in one half minute. And this is without practice and without conveniences. If my Parcels Post Guide were filled out as it is intended that it should be I would not have to refer to the zone map at all and could save about one-half of the above time. Besides, if you look into the matter you will see that from any standpoint there is bound to be whole states that are within a certain zone. For instance I find that from our standpoint that six states are entirely within the fourth zone and three within the fifth.

Therefore a parcel for any of these states would be in a known zone and entirely unnecessary to look up. It could simply be weighed and stamped accordingly.

Again, if this work were given to one party entirely, or if the volume of business was large enough to warrant to two parties, one to look up the rate and the other to affix the stamps, it would be only a matter of a few weeks, or months at most, until any clerk of ordinary intelligence would have the rates for hundreds of the larger cities firmly fixed in his mind so that he would not have to look them up at all. The parcels post clerk in our post office can now tell you the zone and the rate off hand to thousands of the cities of the country.

Thus one clerk ought to be able, easily, to look up the rate on from 1500 to 2000 parcels a day, and his efficiency in this direction would increase with practice. The rest of the labor, outside of looking up the rate is the same as before, so this represents all the extra labor chargeable to the parcels post system.

If the factory I referred to above saved \$350 in postage on 5000 parcels there is no reason why a nurseryman ought not to save as much on the same number. If your business is not large you can get along without any extra help and the saving is all profit. If your business is large the addition of one clerk at a moderate salary will probably save 100 times that salary in postage. And the more business you have the more you save or the more you make.

There may be other objections but it looks as if the Postmaster General and the post office department were doing all in their power to overcome them and get the thing to working right so as to prove a blessing to all.

It seems to me that this association and all kindred State associations should take up this matter and in

some way ask that their interests may be recognized by the department in the parcels post system.

If it be possible to secure any improvements, so much the better. The more the rates are reduced, or the limit of weight increased, or the number of zones decreased the better it will be.

Note: Since the above was read before the Ohio Nurserymen at Cleveland, the reduction in express rates has gone into effect. The writer finds that as predicted the rate between our place and Cleveland has been increased 50 per cent. The matter has now been taken up by the Chambers of Commerce of both cities in an attempt to secure a reduction.

In other cases the express rate has been reduced. The writer has just received a parcel of nursery stock by express under the reduced rate. It weighed six pounds and cost 22 cents, the first time in my memory that I ever received an express package for less than 30 cents. It could have come by parcels post if we had the rate and would have cost 8 cents in that way.

#### ANNUAL RECEPTION OF THE EMPLOYEES OF BOBBINK & ATKINS, RUTHERFORD, N. J.

The annual reception of the employes of the Bobbink & Atkins Company, of East Rutherford, has passed into history. It was made exclusive by restricting participants to holders of invitations. It had its desired effect and so commendation on all sides. It proved out as contemplated one of the social events of the season.

The spacious ball room was really turned into a conservatory.

The finest specimens of the Bobbink & Atkins' exotic nurseries were on exhibition. Palms, bay trees and flowering plants were placed all over the hall, intermingled with potted plants in bloom.

The supper tables were placed in the main hallway. They were arrayed in crescent shape. Full grown Azaleas in delicate shades of color, set off with potted ferns of every known variety, made the table decorations a picture of beauty.

#### J. V. WICKLER, BANKRUPT.

To the creditors of J. V. Wickler, of Grand Forks, in the county of Grand Forks, and district aforesaid, a bankrupt. Notice is hereby given, that on January 21st, 1914, the said J. V. Wickler was duly adjudicated bankrupt, and that the first meeting of his creditors will be held in Grand Forks, N. D., at the office of Theodore B. Elton on February 9th, 1914, at ten o'clock a. m., at which time the said creditors may attend, prove their claim, appoint a trustee, examine the bankrupt, and transact such other business as may properly come before such meeting.

Theodore B. Elton, Referee in Bankruptcy.  
Grand Forks, N. D., January 23, 1914.

# WONDER GARDENS OF PANAMA-PACIFIC INTERNATIONAL EXPOSITION WILL DISPLAY WORLD'S HORTICULTURAL TRIUMPHS.

By WALDEMAR H. F. N. de BILLE.

Beautiful and comprehensive horticultural displays have been exhibited at the principal international expositions but climatic conditions have necessitated their being limited to exhibition in great halls designated for that purpose. While at the Panama-Pacific International Exposition at San Francisco next year there will be a monster Palace of Horticulture in which rare and exotic plants of every clime will be displayed, the living gardens in the open will interest the horticulturist to a far greater degree. It is and has always been possible to assemble under glass rare plants but in few regions other than San Francisco and its environs can these same plants be grown in the open during a period of ten consecutive months.

The entire Exposition site will be one vast garden which will form the setting for the beautiful exhibit palaces and foreign and state pavilions. Already millions of flowering plants from every country in the world have been set out in the lath-houses, greenhouses and nurseries of the Exposition to be later transferred to the grounds.

One of the first problems to be encountered by the landscape engineers was the lack of fertile soil. The site of the Exposition, it must be remembered, was less than a year ago but a barren heap of sand-dunes and partly sunken beneath a salt-marsh. This latter was filled in by the pumping from the Bay of millions of cubic yards of sand which after being levelled, naturally, offered no favorable base for the gardeners to work upon.

The consent of the United States Government was finally gained to the proposition to pump soil from the bed of the Sacramento River and twenty-five million cubic yards of this rich soil was later transported seventy miles to the site and spread to a depth of from six to eight inches over the ground in the inter-spaces between the sites of the palaces.

Horticulturists of note in all parts of the world were next communicated with by cable and asked to send each, thousands of specimens of the flowers peculiar to the region in which they lived. Upon their arrival these were at once re-planted in the nurseries.

Expert gardeners were dispatched to India, China, Africa, the Philippine Islands, Central and South America and Australia, and instructed to select the handsomest trees obtainable for exterior decoration.

As many of those chosen were hundreds of years old, to transport them and replant them safely neces-

sitated the use of the "side-box" system. For the benefit of those who are unfamiliar with this process a moment's digression for the purpose of explanation may be permissible.

After marking out the tree desired, a huge knife, seven feet in length, is first passed around the four sides of the tree making a rectangular cut some distance from the base and seven feet in depth. Rich fertilizer is next forced down the cuts and on the outside of this boards are passed. The side roots have been severed and the tree must depend for a time upon its bottom roots for nourishment. Six months must then elapse before the tree can again be touched. This length of time is necessary in order to train the shortened side-roots to draw nourishment from the fertilizer. At the expiration of that period the tree is again in good health and a slide-way is cut down one side, the bottom roots severed, and a bottom board added to the others forming a large box.

In this manner thousands of trees were treated and transported by steamship from the farthest corners of the earth to the Exposition, where they have been set out in the grounds.

Included among these are two hundred rare palms, each of which cost more than one hundred dollars.

The definite plan of arrangement of the flowers and trees and shrubs having been completed the work of setting them out is being rushed to completion by an army of garden experts under the direction of John McLaren, Superintendent of San Francisco Parks and the creator of the famous Golden Gate Park.

The main avenues are being planted with large palms and trees, with the east driveway planted in *Dracaena indirisa*. The specimens used by the Exposition are well branched plants and average in height eighteen feet. The south avenue will have a row of palms on either side, the yellow *Phoenix* and the *Washingtonia robusta* being used. These will also average eighteen feet.

The west avenue will be planted in *Eucalyptus* of Australia to an average height of twenty-eight feet on both sides. The north avenue will not be planted in trees, this omission being necessary to preserve the magnificent view of the cloud-tipped hills of Marin County across the bay and the evergreen portals of the Golden Gate at the entrance to the harbour.

In the north gardens which will be exposed to the greatest ravages of weather, hardy trees and shrubs will be used and will include *Eucalyptus*, Monterey



Young Acacia trees being placed in their positions in the gardens that will surround the classical Palace of Fine Arts at the Panama-Pacific International Exposition.

Pine, Monterey Cypress and hardy conifers. Evergreen shrubbery will be used for the borders, all planted in massive groups with interspaces between so that the vista across the water may be broken into several distinct scenes.

As practically the same weather conditions will prevail in front of the Palaces of Transportation,

Mines and Metallurgy, and Food Products, the planting there will be the same hardy plants with *Acacias*, *Escallonia*s and *Veronica*s added.

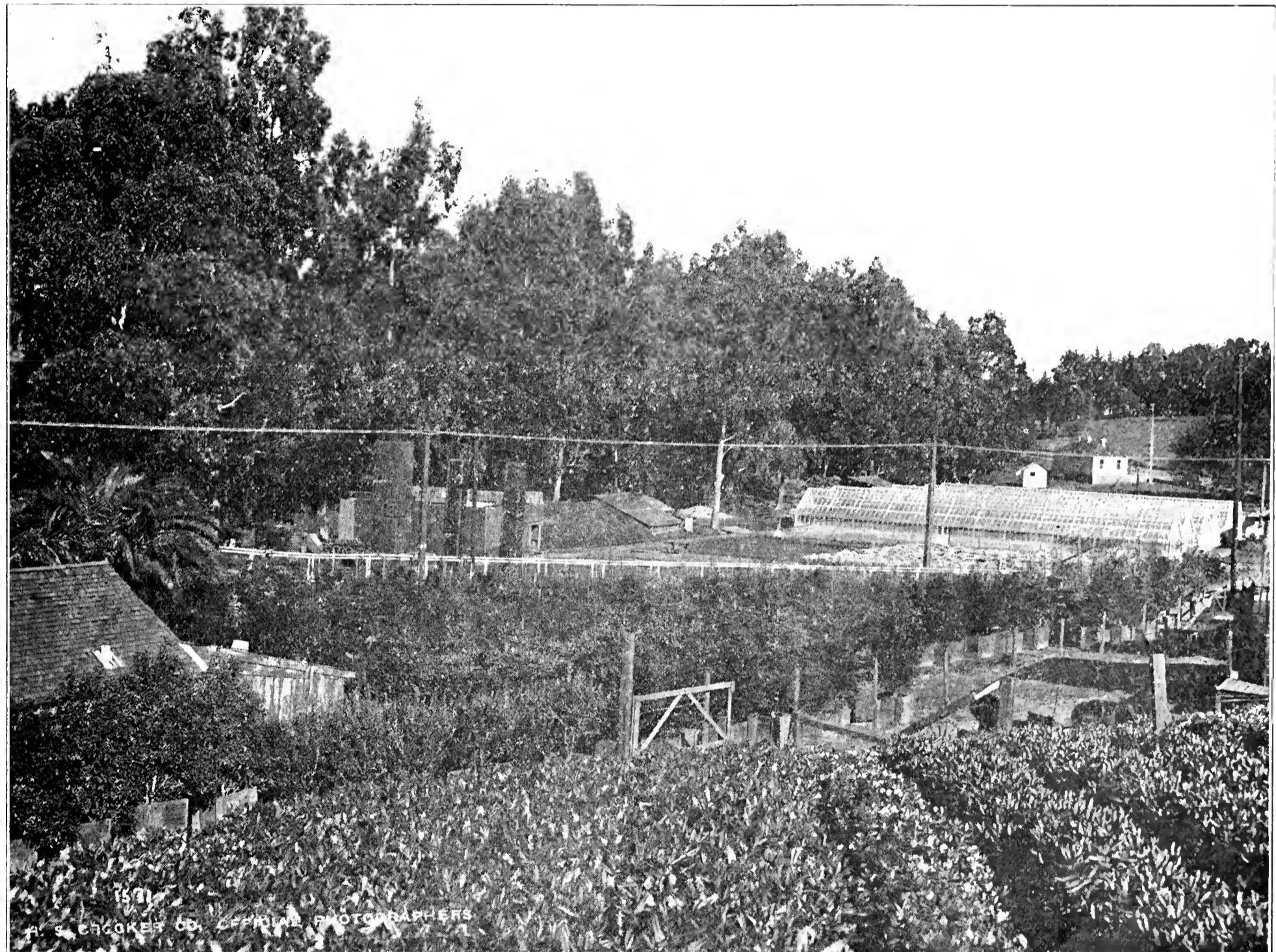
Plants twenty-five to thirty feet in height will be used on the west fronts of the Palaces of Food Products and Education and these will be forebanked by hardy evergreens.

As the east fronts of the Palaces of Varied Industries and Mines and Metallurgy afford protection from the high winds, a high class of fragile plants will be used in decorations. They include *Azaleas*, *Rhododendrons*, *Hydrangeas*, and similar plants with a bank of high *Eucalyptus* trees for a background.

The west front of the Palace of Machinery will be treated in a like manner with Monterey Cypress being used as a background instead of *Eucalyptus*.

time the color effect which must harmonize with the general scheme, yellow Pansies will be used with yellow Daffodils, and later, flowering Tulips will grow among them, to be followed by annuals and perennials.

In the Court of Palms, a fine collection of Palms has been arranged and the walks and roads leading to the Court will be lined on either side with excellent specimens of rare Palms. In this court sweet smelling shrubs and plants will be an important feature



*A view of the greenhouses and temporary gardens where hundreds of thousands of plants and trees are being nurtured to maturity for transplanting to the Panama-Pacific International Exposition grounds. On account of the climatic conditions prevailing over the 625 acres of Exposition domain there is opportunity for the display of all classes of trees and plants, from the Pine to the Palm, and from the Sunflower to the Jessamine. The Cypress seen in the center were boxed in Monterey county and will find locations in the more exposed localities—along the beautiful waterfront of the Exposition.*

The south gardens with the Court of Flowers, Court of Palms, Court of Abundance, Court of Honor, and Court of Four Seasons and the gardens which surround the Festival Hall and the Palace of Horticulture, will be planted in a more conventional and formal manner. The beds will be filled with bright colored flowering plants and early flowering bulbs will be followed by flowering summer annuals, and after by autumn flowering bedding plants. To con-

and such plants as Myrtle, Breath of Heaven, Lavender, Lemon Verbena, and Rosemary will be planted. To preserve the color scheme of the Court a ground cover of blue Violas will be used with Hyacinths and flowering Tulips interspersed.

The Court of Flowers will be marked by a handsome collection of sub-tropical plants and surrounded by flowering annuals and perennials.

Orange trees will form the dominating note of the

Court of Abundance and to these will be added *Magnolias*, Water lilies, *Rhododendron* hybrids, bedding plants and one hundred and fifty large Italian Cypress.

In the Court of Four Seasons evergreen trees and shrubs will be used and some of the higher forms of *Acacias*, Olives, Mexican oranges, and in the avenue north of the court a color effect will be produced by the planting of *Bougainvilleas*, Pillar Roses, climbing vines and Water Lilies, and high types of *Rhododendron* hybrids.

The Main Court of the Sun and Stars will be planted in *Acacia melanoxylon* of specially clipped form and Myrtle hedges and banks of evergreen shrubs will be used for the color effects. Against the facades of the palaces facing the court Pillar Roses and climbing plants will be arranged.

In the Palace of Horticulture which is declared to be one of the most beautiful structures ever erected, the exhibits of the master horticulturists of the world will be displayed. It is in this building that will be presented the flowers and plants which are to compete for the vast sums of money and handsome cups and trophies which will be awarded as premiums.

A feature will be the wonderful system of rotation which ensures that at no time during the Exposition will there be one plant which is not in full bloom upon the grounds. And in this manner the marvel of the living gardens will be impressed upon the nations of the world in a way that could not be accomplished otherwise.

#### WHAT A NURSERYMAN SEES IN HIS TRAVELS.

Waking up on the A. C. L. speeding towards Wilmington, N. C. the first glimpse through the car windows one sees a very level country more or less covered with pines in various stages of growth. The short-leaved pine, *Pinus echinata* and the long-leaved pine, *Pinus palustris* in all stages of growth from the young plume-like seedlings of the latter that one recognizes as having been used to in the north for decorative purposes around Christmas time, to large trees ready for the mill.

As is invariably the case the growth is more or less fire scarred, along the railroad where there is much undergrowth that will burn.

Hello! There is something that is peculiarly southern, a grove of Swamp Cypress, *Taxodium distichum*, all draped with the weird looking Spanish moss. Their enlarged trunks and peculiar looking knees sticking up out of the water establish their identity beyond question. Nature seems to have especially adapted this tree to grow in water or swampy places where the roots are all under water for extended periods. The curious looking knees I believe the botanists claim are for breathing purposes so the roots will get air.

Filling in around trees to the depth of 6 or 8 feet is almost sure death to most trees but I think the Cypress would be able to stand it, in fact enjoy it. There are landscape possibilities in this tree the nurseryman has not investigated yet.

Live Oak, *Quercus sempervirens* begins to be abundant, in general appearances somewhat like the Willow Oak, *Quercus Phellos*, that grows up farther north. This is also draped with Spanish moss, in fact this parasite seems not at all particular about its host. It is occasionally seen on the pine but favors the Cypress and Live Oak the most. I was told it eventually killed the trees. Southern nurserymen had better look out or the Entomologists will decide it is a pest and establish a quarantine.

Good morning! Pretty good country we are passing through. None better. There is 3 to 4 feet sandy loam underlaid with clay. There does not seem to be much under cultivation. No, and as you get farther back from the railroad there is less. Wonder where the alarmists get their ideas of the food supply becoming exhausted? It looks to me as if North Carolina could feed the United States if it were brought up to the horticultural condition of Holland and without the labor the Dutchmen had to reclaim their land. That's right, what we need most is population, and one that would rather work and live off the land than go hungry.

Guess we had better go and get some breakfast. We shall be in Wilmington in about an hour.

January 25th and Camellias in bloom out of doors, Daffodils and Violets, too, one night from Philadelphia.

What a paradise for a genuine plantsman from the north who knows what can be done where *Pittosporum*, *Laurustinus*, *Dracaena Indirisa*, Agave, Yuccas, Oleanders, Bays, English Laurel, Palmetto, *Auracarias*, *Azalea indica amoena* and such like will live out all the year. Wilmington is not yet awake to the wealth of beauty that is hers for the having, although the first thing the nurseryman saw was a notice on every street car. "Planting time, Wilmington. For trees, shrubs and evergreens," not an advertisement but placed there at the instigation of the ladies for the purpose of encouraging the beautification of the town. God bless them. The influence of Holland Nurseries which are not far out of Wilmington, and other local nurseries is beginning to be felt. Let us hope planting of the best only will be encouraged.

Planting of Poplars in American towns seems to have become a habit. I saw young ones both of the Carolina and Lombardy but no mature ones. Too bad when there are so many good trees to choose from. Wonder if the nurseryman is to blame or is it the public who wants cheap, quick-growing trash.

Red Maple, *Acer rubrum*, China Berry, *Melia Azedarach*, Sour Gum, *Nyssa multiflora*, Ginkgo, *Salis-*

*buria adiantifolia*, Willow Oak, *Quercus Phellos*, *Magnolia grandiflora*, Crepe Myrtles, *Lagerstromeria indica*.

These are surely better trees to plant or even the ever present Pine and Cypress would make noble avenues if properly cared for, but if diamonds were plentiful we perhaps would prefer coal as an ornament.

The Occidental Plane, *Platanus occidentalis*, thrives well being readily recognized from the Oriental Plane by its single seed balls, makes a good clean growth here and is evidently free from the disease so common to it in the north, but let's see, there is some question if it is a disease or the effect of late frosts which causes the bunch growth and blighted leaves in early spring in Pennsylvania. Evidence is rather in favor of the latter because there are no frosts here.

Going west towards Charlotte through the cotton and tobacco fields the Spanish moss begins to leave the trees, evidently it likes the moist atmosphere of the coast.

Botanising from the train window must necessarily be of a very superficial nature especially in winter by a stranger to the locality, but one can readily see the long leaf pine becomes scarcer and the short leaf or sap pine becomes more plentiful as we go inland and attain a greater elevation.

Groves of Oak trees interspersed with Cedar, *Juniperus Virginiana*, take the place of the Cypress. *Sassafrass*, Sweet Gum, White Oak, Red Oak and Tulip Poplar begin to dominate.

Arriving at the thriving city of Charlotte if it were not for an occasional *Magnolia grandiflora*, some of them superb specimens, growing on the lawns one would think one was in a much more northern city as far as the flora is concerned. It is a fairly safe statement to say that all trees that thrive in the latitude of New York will thrive here, besides those peculiar to more southern latitudes, such as American Holly, *Cryptomeria Japonica*, Crepe Myrtle, *Euonymus Japonica*, English Laurel, fine big specimens of *Acacia Julibrissen*, China Berry, etc.

What a country for roses. The strong red soil seems to be just right for their growth. Some of the northern rose growers have discovered this and have their stock grown in this locality.

No doubt in time the influence of the Biltmore nurseries will begin to show itself in the plantings of the suburbs. At present there is not much choice nursery stock in evidence but the town is prosperous and the refinements will come. At present the native trees the colored man brings from the woods seems to be the main source of supply or a slip rooted by the women folks.

Fruit trees of any kind are not much in evidence. A few remnants of old orchards and young trees that looked thrifty and indicated possibilities for the future and a change from the ever present cotton.

Judging by the size and fine free growth of the na-

tive forest trees the soil is strong and contains an immense amount of stored wealth.

Proceeding north to Winston-Salem, the native flora remains much the same. This section of the country has a great horticultural future. The winters are so mild there are few days in which planting cannot be done and what a range of plants can be grown here.

Bamboo 20 feet high brought from Florida over five years ago and growing splendidly at Winston-Salem suggests a host of plants that have not yet been tried that would gladden the heart of the landscape artist and gives a glimpse of the possibilities of the country estate of the future.

Arriving at Greensboro it is but about two miles to the Pomona Nurseries, J. A. Van Lindley. A nursery started in (the forties) in a small way and now cultivating nearly 600 acres and 75,000 feet of glass.

The greenhouses are devoted mainly to cut flowers, Carnations and Roses to supply the stores in Greensboro and nearby towns.

The main portion of acreage is devoted to fruit trees, although Mr. Howard, Vice-President and treasurer of the company, informed me they were paying more attention to ornamentals than hitherto. Large blocks of evergreens, shrubs and trees confirmed his words.

Arriving at the office it was a pleasure to shake hands with Mr. J. Van Lindley himself. One of the old time nurserymen, 73 years young, retired from active business but still fit and on hand with experience and advice.

It was with much regret time forbade a longer interview, as a history of the house of Lindley would be a history of the nursery business in North Carolina.

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Reports from Tennessee show that the nursery business has been especially good there this winter. The greatest increase is in the ornamentals, though more fruit trees were sold also. It is a problem for the nurseryman to get stock to meet the demand.

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There is an unusual demand for Pecan trees in the south and southwest. D. W. Griffing, of the Griffing Bros. Company, Miami, Florida, has engaged with the Florida Pecan Endowment Co. as plantation manager. This Company owns 4,200 acres and is laying out five acre tracts for purchasers.

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Enclosed please find one dollar (\$1.00) for which renew my subscription to "The National Nurseryman" for another year.

I find "The National Nurseryman" interesting, valuable for information, and instructive.

Yours truly,

H. C. Hatashita.

# PROPAGATION AND GROWING EVERGREENS ON A LARGE SCALE IN THE MIDDLE-WEST.

THE SHERMAN NURSERY CO. One of the Largest Producers.

It has been frequently stated by well informed horticulturalists that eventually nurserymen would specialize in growing such nursery stock as their soil or location would best produce, and it seems that these predictions are being verified, as even to-day some nurserymen are looked upon as headquarters

1888 the Company was incorporated with a capital of \$100,000, and to-day it has nearly a thousand acres of land devoted to its work and during the past year over eight hundred acres of it were covered with growing stock.

While the company specializes in growing ever-



for certain items or nursery stock which grows particularly well in their soils, and of which they grow large quantities.

Many years ago, the late Robert Douglas, finding the need of a nursery where evergreens and deciduous seedlings could be procured in quantities for forestry purposes and believing there was a great future in that particular line, started such a nursery at Waukegan, Illinois, where he eventually grew many millions of these plants, which were used in setting forest plantations in the middle west.

Other nurserymen naturally followed his example, one of these being the Sherman Nursery Co., located at Charles City, Iowa. The business was started by E. M. Sherman in 1882, but it grew so rapidly that in

*Beds of Evergreen Seedlings, shaded with brush above, covering green seedlings, they are also large producers of Ornamental Trees, shrubs and great quantities of hardy fruits.*

The green-houses, some of which are two hundred and fifty feet in length, are entirely devoted to the growing of roses for the wholesale trade, and is, in fact, a distinct industry from the nursery work. At certain times of the year a portion of the green-houses are given over to the propagation of evergreens mostly Junipers and Arbor-Vitaes.

In the early days of his experiments, Robert Douglas discovered that evergreen seeds would only germinate abundantly when they were sown under conditions similar to those in the native forests. To make the work practicable, he conceived the idea of erecting brush shades or shelters, under which the

seeds were sown in beds. To this day, his idea is carried out and at the Sherman Nursery Co. the arbor or shade illustrated, covers an area of ten acres, though they have approximately twenty acres in all covered with screens and devoted to the growing of small evergreens.

Their stock is sold both at wholesale and retail. The retail trade is handled almost exclusively through regularly authorized agents, who work on a straight salary or on a commission basis as the case may warrant.

The office building is one of the finest structures of

It is also interesting to know that these trees are all standing on land which was originally treeless; there not being even as much as a riding whip on the place when Mr. Sherman's father took possession of it in 1856.

#### THE NEW BANKING LAW AND THE NURSERY BUSINESS.

By FREDERICK W. KELSEY.

The decision of the banks all over the country, including the larger banking institutions in the monied centres, to come under the provisions of the new



*area of ten acres at the Sherman Nursery Co., Charles City, Iowa.*

its size in the west, and was planned and constructed with a view to convenience and economy in office management. Eighteen people are employed at the office work steadily, while in the rush of the packing season each spring and fall, an additional office force is required.

The growing of Coniferous Trees has practically been a life work of Mr. E. M. Sherman, as his father, Buel Sherman, was a nurseryman before him and about the first work ever assigned to him, was aiding in the transplanting of small evergreens.

The old home farm is still the property of Mr. Sherman, and on this place there are probably 150,000 trees of the various types of Spruce and Pine of from 50 to 60 years of age. Most of these would now make fair lumber.

banking law, should give encouragement to those identified with Horticultural interests as well as those engaged in financial and industrial enterprises generally.

The fact that no more money panics are likely to occur under the new law is in itself enough to open the way permanently for more stable conditions of credit everywhere. The double advantage under the new system of having the surplus cash of the country and the commercial credits available from the regional banks in various parts of the country, should also remove the causes for money disturbances, as they have under the present banking law existed for the fifty years since the Civil War.

When the new banking system is in full operation, every manufacturer, nurseryman or proprietor of

other business enterprise, in the hands of honest, capable men whose records show a clean and prosperous business, can obtain the requisite credit without submitting to the exacting commissions not infrequently demanded and paid on loans from responsible borrowers under the present conditions.

The pessimistic views which have largely prevailed for the past year or two in many financial and business circles, appear to have been unreasonably accentuated, especially in localities and particular instances more or less affected by the change in tariff, and the results from bad and incompetent management, as with some of the railroad systems and industrial corporations. The legitimate business of the country has, however, gone forward in increasing volume commensurate with the growth of the country and in very many instances with most satisfactory results.



E. M. SHERMAN.

In our own business, we shipped more stock last Autumn and have more orders on our books for Spring than for a like period for a number of years past and I believe the indications generally are favorable to an excellent aggregate business for the coming year and for the years to come. There are of course great quantities of good stock both in fruits and ornamentals and mostly at low prices both in this country and Europe to meet the demand. The present system of wire communication and transportation is moreover making more and more an international market for all nursery and plant products. The growth of the business must, however, continue with the growth and wealth of population and the constantly growing interest in both fruit and ornamental planting, and those who have an established business and standing and are worthy of success will no doubt secure their fair share of profitable business.

## RAILROAD FREIGHT CLASSIFICATION.

January 21, 1914.

Editor National Nurseryman,  
Flourtown, Penna.

Gentlemen:—

Under date of the 17th we have a letter from Mr. Charles Sizemore, Chairman Board of Transportation Committee of the National Nurserymen's Association, enclosing copies of a ruling by the Eastern Classification Committee on a question of classification of a shipment of Boxwood shipped by us under the class of Dormant trees and plants at R25 rate, and re-classified by agent of Trunk Line at Elmira, N. Y. under the classification of "Not Dormant." The ruling of the Classification Committee is as follows:

"It is our ruling that the shipment not having been permanently rooted in the boxes in which the shrubs were shipped, is presumed to have been shipped in dormant condition and to have been subject to the provisions of item 10, Classification No. 40.

The bushes were not in boxes or barrels and the tops were protected by crating, and it is our ruling that the provisions of the first description under item 10 should be applied as most nearly conforming to the method of shipping, and that the rating 1½ times first class should be applied."

You will see by the above that the Classification Committee hereby places all crates shipments under the 1½ times rate, as classified under the first item of Section 10, which is "Plants, shrubs, trees or vines in bundles, tops tied, roots boxed, or wrapped." We have written Mr. Sizemore, asking the Transportation Committee to protest this ruling on the crate, and that plants, trees or shrubs or vines in boxes with tops crated, should be classified under the last item of section 10. "In bales or boxes, rate R25," and this provision should correctly read "In bales or Boxes, or in boxes with tops crated," as there is practically no additional risk to the carrying company with a crate of this character over a box.

The attached letter will show you what we have written to Mr. Sizemore in regard to rates, which we think is of sufficient moment to the nurseryman to make a vigorous protest worth while.

Yours very truly,  
Wm. Warner Harper, Prop.

—o—

January 23, 1914.

Mr. Charles Sizemore,  
National Nurserymen's Association,  
Louisiana, Mo.

Dear Sir:—

We appreciate your advice of the 17th with attached copies of letters from Mr. Collyer to yourself, and General Inspector Stevenson, and we note carefully

the contents, and the ruling reached by the Committee.

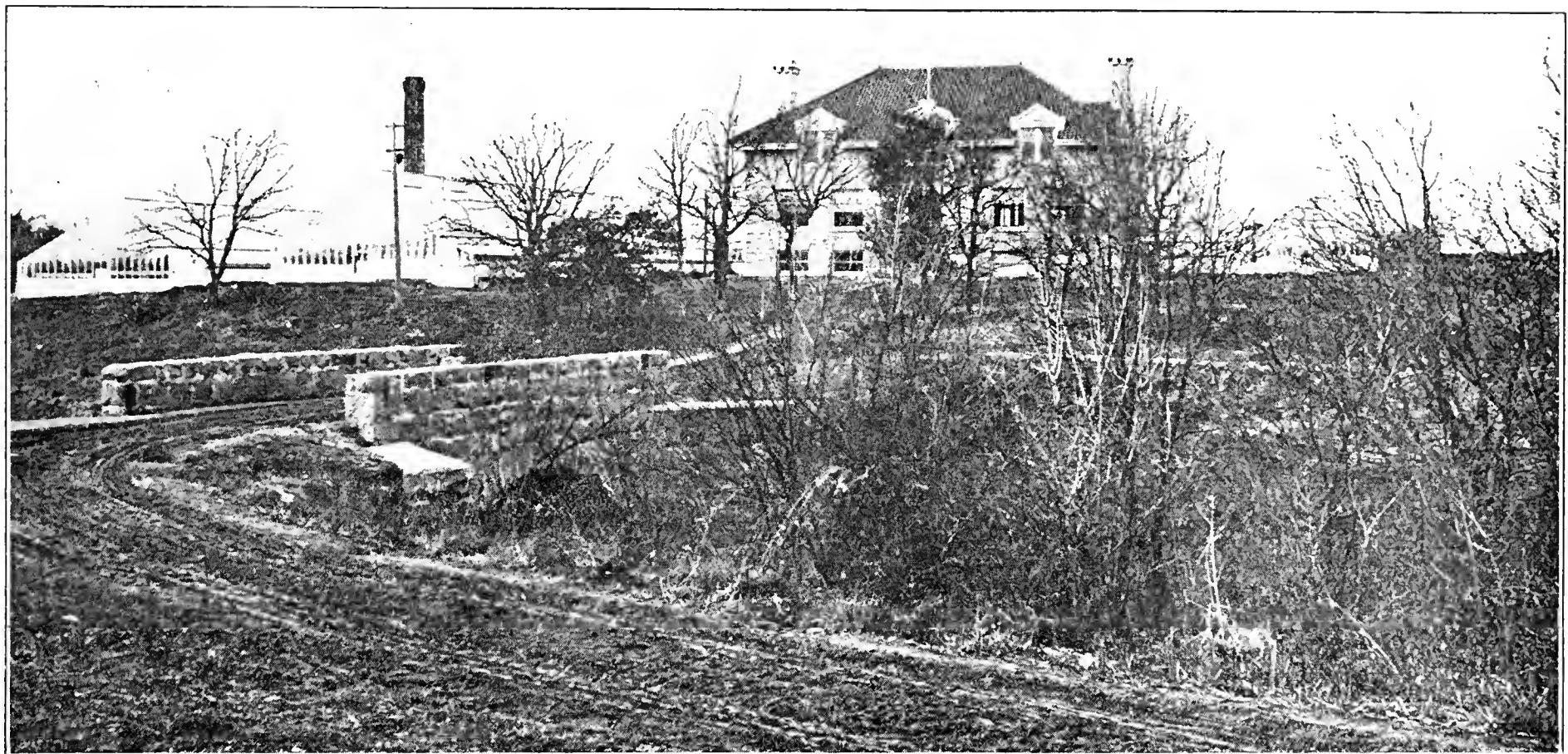
This seems to us to open up another serious question, whether "Dormant trees, shrubs or plants with roots boxed and tops thoroughly crated can be fairly classified under item 10, page 180, Classification No. 40, under the specification of "Plants, shrubs, trees or vines in bundles, *tops tied*, roots boxed or wrapped," at rate of  $1\frac{1}{2}$ , and whether it would not be the fair thing to classify these under "The last division of item No. 10, "In barrels or boxes, rate R25."

It is the practice of the ornamental nurseries, in shipping such things as large Boxwood, large Rhododendrons, and many large evergreens, to thoroughly box the ball, and substantially crate the top, thus making a package just as secure in every way as a

going to ask your Committee to kindly take up.

In the matter of specifying *a crate* there may be some question in the minds of the Classification Committee as to exactly what is meant. Furniture, some types of machinery, and live stock are shipped in crates, which crates simply mean a frame work to which is attached a solid bottom, or at other times a bottom of strips and then from the bottom boards up the entire crate is composed of light strips with large spaces between.

There is another way of crating that is used by the Nursery Trade for the protection of its shipments. This is made by placing the ball, or roots of the plant in a *substantial tight box with a solid bottom*, solid ends and sides, ends and sides being sufficiently deep to thoroughly cover and protect the ball and roots of



*Office of the Sherman Nursery Co., Charles City, Iowa.*

box, with as much protection to the contents and with the advantage to the condition of the contents of allowing the tops plenty of air; and thus avoiding a chance of heating. In a package of this character there is no more risk to the carrying company than there is when the same contents are packed in a box with the top boarded.

The form first above noted, which we term a crate, stands as much rough handling, is as convenient for loading and is more secure to the carrying company in every way as any other form of packing. It seems to us that under this condition the Classification Committee should in fairness rule this packing as under "The last division of item 10, page 180, Classification No. 40 at the R 25 rate."

As a very large percentage of shipments from the ornamental trade are put up in this way we think this reaches a serious question, and one that we are

the plants. For instance, a crate in which large Evergreens would be shipped would be made by taking a box with corner studding of  $1\frac{1}{2} \times 2$  inches, ends and sides of  $\frac{5}{8}$  or  $\frac{3}{4}$  boards, all thoroughly strapped with  $\frac{5}{8}$  or  $\frac{3}{8}$  band iron. Into this the ball of the tree is set, moist packing material placed around it, a couple of strips placed just above the ball and inside the box from side to side, or end to end, as the case may be. The sides and ends of this crate would be solid approximately 30 inches from the floor up. Above this a crating is carried with corner studs of  $1\frac{3}{4}$  to 2 inch Spruce or Yellow Pine, the sides then stripped with boards 6 or 8 inches in width, and a space of 4 inches between each board. This character of crating is also done on the ends and the entire top, thus making a package as strong as a box.

It is not infrequent for our men in the Shipping Department to pick up a package of this kind by the

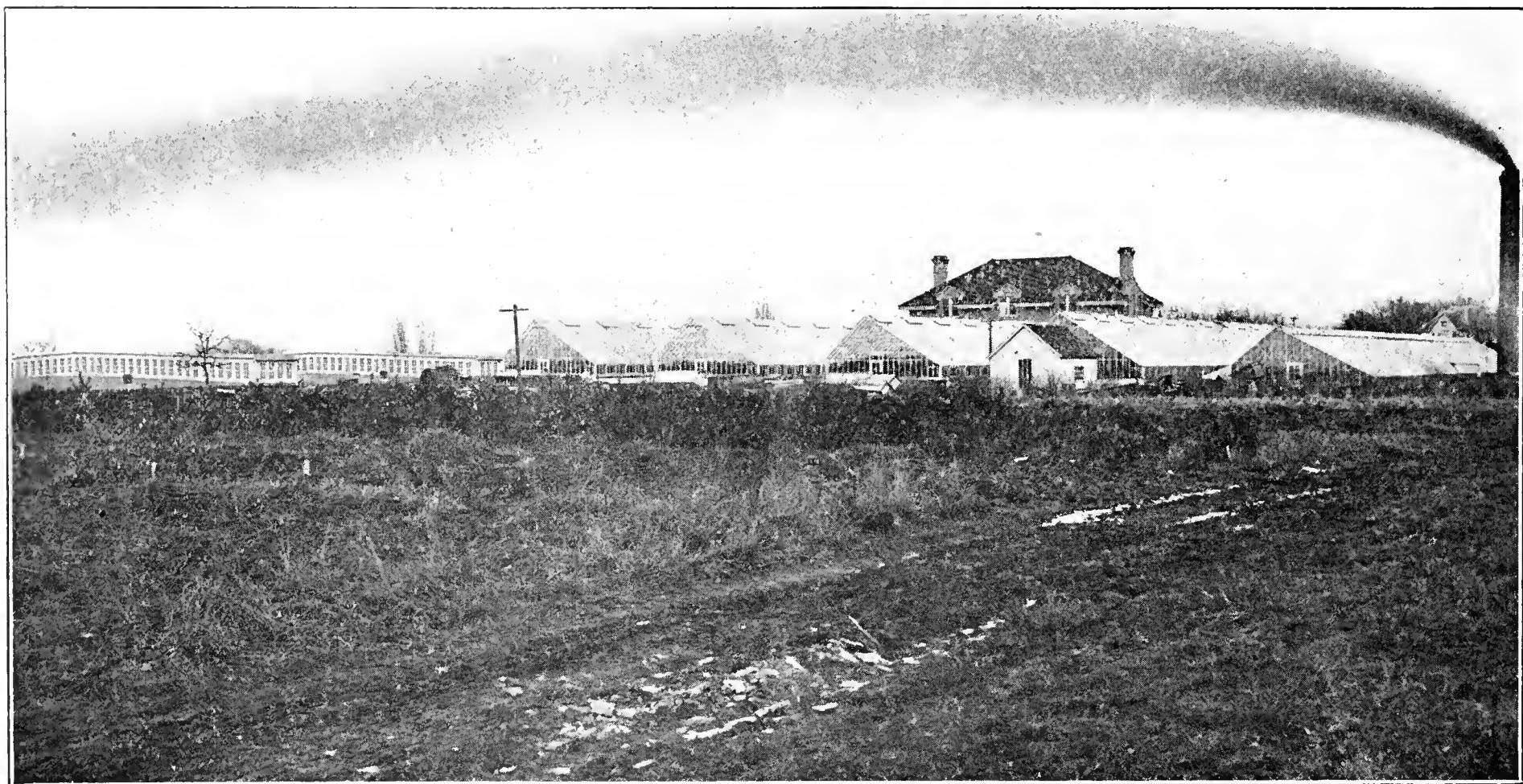
over head lift, simply hooking into the crate top and carrying it out on the trackage to the loading platform. You will see from this that the crating must be thoroughly substantial.

Summing it all up, we are not going to refuse to pay the rate and a half on the shipment which has been in question, but will settle that up under protest, writing the agent, Mr. Considine, of the Pennsylvania Railroad as to our reasons for this protest, and will send you a copy of our letter to you. Our whole point is that crates of the character used for the transportation of dormant nursery stock should be classified under the low rates of "R25," as there is no more risk to the carrying company on a package of this kind than there is on a box.

shipped, and lastly because of increased time cost of stamping, congestion and confusion, etc.

In the report of Parcel Post Committee of American Seed Trade Association made at the Cleveland Convention last June, it was shown that of twenty-two firms reporting on comparative stamping costs on certain days mail, that seventeen, located in all sections of the country, Atlanta, Boston, Rochester, Chicago, Detroit, St. Louis, Omaha, Des Moines, San Francisco, Painesville, Dallas, Richmond, Denver, Minneapolis, La Crosse, Philadelphia, etc., showed a net savings by the flat rates now in existence, of from ten to twenty per cent. over the parcel post rates now in use.

These all called attention to the far greater time



*View of greenhouses, packing sheds and storage cellars of the Sherman Nursery Co., Charles City, Iowa.*

Thanking you very much for the attention you have given in this matter, which we feel will work out to the advantage of the entire nursery trade, we are

Yours very truly,

Wm. Warner Harper, Pro.

#### THE PARCEL POST FROM A NURSERYMAN'S VIEW-POINT.

Address by John H. Dayton, Painesville, Ohio, before the Ornamental Growers Association.

I still favor the flat rate. My reasons are that the saving by flat rate of eight cents per pound, will net, under present parcel post rates, from ten to twenty per cent. under the new parcel post rates from five to fifteen per cent. delay in handling under zone system of such magnitude to cause considerable loss in stock

required to stamp and handle under the zone system. Time cost was variously estimated from six to ten times the time cost by flat rate.

Three firms showed stamping cost about even but time cost from three to four times flat rate cost.

Two firms showed a saving by parcel post, but called attention to the differences in time required and admitted that their showing was caused by their location and the particular kind of business done.

Extra time required with ordinary or unperishable mail, not so serious as time lost where mail is of perishable nature, because delay does not stop with shipper as all this delay is doubled by reason of it all having to be gone over a second time by the post office in order to verify the stamping of shipper.

The mailing delay can safely be said to be three or four times as great as by flat rate.

Our own firm in complying with a request of the

Third Assistant Postmaster General, A. M. Dockery, for a comparative report of December 18th, 19th and 20th, figuring on the new lower rates that went into effect on January 1st, and establishing 8 ounces as a maximum under the flat rate, with all above 8 ounces in the parcel post, we found that with some five hundred and thirty-one packages mailed in this off season, that with the flat rate system at existing rates, that we actually paid \$51.68, as against the new rates parcel post of \$59.12 and that it took exactly five times as long to zone, or the time cost for the 18th of December figured in money was 60c as against \$3.00 by zone system.

This was in an off season, when we had plenty of time and also plenty of help, but in the busy season the congestion and confusion would be almost impossible.

It is true that there is considerable saving in the large, short distance package handling, even up to the fifth zone, with the new rates but from the viewpoint of the nurseryman, even this is not available, because of the present size limit of seventy-two inches combined girth and length, for while it is comparatively easy to keep inside of the fifty pound weight limit or even the twenty pound limit, it is not much of a package of nursery stock that can be made to conform with the size limit.

At a recent meeting in New York of Committees from the American Seed Trade Association, The Wholesale Seedsmen's League, the Postal Progress League, the New York Merchants Association, the New York Hardware Club, etc., the following recommendations were made by the Committee from the American Seed Trade Association, viz,—

#### Elimination of zones.

If entire elimination is impossible, the reduction to three at most, say 50, 500 and the balance of the country.

Increase in size of parcel, not weight, but measurement.

Recommend if increased to make maximum not less than 96 inches and 108 if possible.

Provision by department of suitable equipment and carriers for handling perishable products.

These were unanimously approved and copy sent to Third Assistant Postmaster General Dockery.

It was reported by Postal Progress League that the Postal Department was seriously considering the reduction of zones and that it was believed that three was the number thought most practical.

From the Dominion Nursery & Orchards Co., Vancouver, B. C. we have the following: "We wish you success in carrying forward the interests of the nurserymen in the future, as your paper has so ably done in the past."



## Fruit & Plant Notes.

The Albany Nurseries, Inc., Albany, Ore., are offering a new apple for which much is claimed. Judging from the lithograph it is an attractive looking variety resembling the Gravenstein. It has been copyrighted under the name of "Goal."

Sowles Perfection Cherry is a seedling from the Governor Wood, and originated on the Sowles farm in Oshtemo Township, Kalamazoo County, Mich. It is being exploited by the Prudential Nursery Co., Kalamazoo, Mich.

## ANNUAL MEETING OF THE CONNECTICUT NURSERYMEN'S ASSOCIATION.

The annual business meet of the Connecticut Nurserymen's Association was held in Hotel Bond, Wednesday, February 4th.

Mr. T. E. Burroughs, of Deep River, was re-elected President, also F. L. Thomas, of Manchester, was re-elected Secretary. W. W. Hunt, of Hartford, was re-elected Treasurer, and Charles Turner, of Hartford, was elected Vice-President. The standing committees for the ensuing year are as follows:

Legislative, E. F. Coe, Chairman; Stephen Hoyt, J. R. Barnes.

Executive: C. H. Sierman, Chairman, W. W. McCartney, Gustave Minge.

Entertainment: W. W. Hunt, Chairman, Charles Turner, C. R. Burr.

Three new applications for membership were presented and applicants duly elected.

Dr. Britton, State Entomologist, spoke on the subject of the proposed uniform state law of nurserymen.

Proper care, and lack of such in the prevention of scale as applied to neighboring premises was discussed and it was very aptly put up by Mr. Campbell, of New Haven, that one man would use great care in spraying and endeavoring to do away with and keep his premises entirely clean from the scale, whereas the man next door would pay no attention to it and the idea was brought forth that some uniform action should be taken to cause each person to use at least usual care in clearing his premises of such pests.

Mr. Adams, of Springfield, Mass., spoke of the New England Association whose meet will be held in Hartford the latter part of this month.

President Burroughs read a very interesting article on the first nursery in the United States which according to his statistics was located in Flushing, L. I. as early as 1730.

The Connecticut Nurserymen's Association is in a flourishing condition.

# The National Nurseryman

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It circulates throughout the United States, Canada and Europe.

**Official Journal of American Association of Nurserymen**

**AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900**

## SUBSCRIPTION RATES

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Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed. Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered in the Post Office at Rochester, N. Y., as second-class matter.

Rochester, N. Y., March, 1914

## AMERICAN ASSOCIATION OF NURSERYMEN

**President**—J. B. Pilkington Portland, Ore.; Vice-President, Henry B. Chase Chase, Ala.; Secretary, John Hall, Rochester, N. Y.; Treasurer, Peter Youngers, Geneva, Neb.

**Executive Committee**—Thomas B. Meehan, Dresher, Pa.; John H. Dayton, Painesville, Ohio; P. A. Dix, Roy, Utah; J. B. Pilkington, Portland, Ore., Ex-officio; John Hall, Rochester, N. Y., Ex-officio.

### Chairmen of Committees

**Transportation**—Chas. M. Sizemore, Louisiana, Mo.

**Tariff**—James McHutchison, New York City.

**Legislation East of Mississippi River**—Wm. Pitkin, Rochester, N. Y.

**Legislation West of Mississippi River**—Peter Youngers, Geneva, Neb.

**Co-Operation with Entomologists**—L. A. Berckmans, Augusta, Ga.

**Program**—John Watson, Newark, N. Y.

**Exhibits**—T. B. West, Perry, Ohio.

**Arrangements**—W. B. Cole, Painesville, Ohio.

**Publicity and Trade Opportunities**—W. P. Stark, Neosho, Mo.; Jefferson Thomas, Harrisburg, Pa.; Orlando Harrison, Berlin, Md.; C. M. Griffing, Jacksonville, Fla.; G. C. Roeding, Fresno, Cal.; H. D. Simpson, Vincennes, Ind.; James M. Irvine, St. Joseph, Mo.

**Root Knot**—E. A. Smith, Lake City, Minn.

**Membership**—State Vice-Presidents.

## STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Henry B. Chase, Chase, Ala., secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurserymen's Association**—President, T. E. Burroughs, Deep River, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Rose-acres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New England Nurserymen's Association**—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaar, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President, Richard Layritz, Victoria, B. C.; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Meets annually in June.

**Pennsylvania Nurserymen's Association**—President, Wilmer W. Hoopes, West Chester, Pa. Sec., Henry T. Moon, Morrisville, Pa.

**Southern Nurserymen's Association**—President, J. R. Mayhew, Waxahachie, Texas; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting August 26 and 27th at Signal Mountain Inn, Chattanooga, Tenn.

**Tennessee Nurserymen's Association**—President, Chas. Pennington, Rutherford, Tenn. Secretary, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.

**Western Association of Nurserymen**—President, W. S. Griesa, Lawrence, Kansas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December. Next meeting December 9 and 10th, 1914, at Kansas City, Mo.

## COMPETITION AND MARKETS

The old theory that "competition is the life of trade" is beginning to be considered by most up-to-date business men as an exploded one. In fact the reaction is towards the other extreme that competition is the ruin of trade.

There is no doubt but that competition unless carried on in a fair, honorable way soon degenerates into price slashing, quality cutting and immoral practices that soon bring disaster, first to the small business and eventually to all that are engaged in it. Competition that confines itself to honorable business, getting prices above the cost of production, is healthy. Competition that goes after business at any cost is not business but murder and suicide. It is this latter method that has brought monopolies and trusts in disrepute and consequently caused the people to invoke the aid of the law to suppress them.

Few will deny that a large corporation or manufacturing concern that brings to bear the most advanced knowledge of economy and science of production and distribution is a blessing to the country at large, provided they are satisfied with fair profits. Such a concern standardizes goods and broadens markets that would be impossible otherwise.

The one prime factor to prevent business suicide, is knowledge of cost. It is possible then to trim prices down to a certain point but if this is not known it is madness.

The nursery business can least afford to practice such methods. Even without considering the fact that its products are mainly under the influences of rain and sunshine, frost, snow and other uncontrollable conditions, there has been no practical way found of determining cost, and therefore it is least able to be competitive in its methods of disposal of stock.

The one gratifying thought is that there is no need for it. There is a market right here in the United States for ten times the amount of nursery stock that is grown at the present time. It may be a dormant one but it is there. Many will not agree with this statement but they have only to travel to see the thousands of homes that need the nurserymen's products both inside and out. How to develop this market is the main problem. No individual will solve it. It is a matter for the energy of the entire trade. Here is where the trade associations are of inestimable value in developing the get together spirit and ex-

panding along broad lines mutual helpfulness in creating markets will bring more business than suspicious competition and price cutting.

The American Association of Nurserymen, and other associations have done an immense work in focusing thought along these lines but like the business to which they owe their birth, they are hardly out of swaddling clothes. They must bind their members closer together and emulate the market development without the monopolizing of such concerns as the Standard Oil.

Individual advertising in the nursery business is not needed so much as the creation of a universal demand for beautiful trees, shrubs, evergreens and plants around the homes and a greater use of fruit in the homes, create this demand and the nurseryman's business will come to him.

Such concerns as Storrs & Harrison, Harrison's Meehans, Henderson, Dreer's, Moon's, Hoopes Bros & Thomas and a number of others are educating the public by their efforts by which all nurserymen will benefit for years to come.

Get together nurserymen, work for the trade at large and you will receive greater benefit than if you worked against your brother nurseryman and just for self.

#### OHIO NURSERYMEN'S ASSOCIATION.

The Seventh Annual Convention of the Ohio Nurserymen's Association was held Wednesday, January 21st, 1914, at the Hollenden Hotel, Cleveland, Ohio.

The Convention opened at 1.30 p. m. with an address by the President, followed by the report of the Secretary and report of the Treasurer. Also a report on Nursery and Orchard Inspection.

The following papers were read and were the subject of much discussion:

Is the law requiring Orchardists in close proximity to Nurseries, to spray, being enforced? by Prof. N. E. Shaw.

What is the best summer spray for controlling San Jose scale? by Robert George.

Are prices of nursery stock in keeping with cost of production? by W. F. Bohlander.

Are the Parcel Post rates on Nursery stock satisfactory? by H. S. Day.

Should the law requiring a license fee from agents representing Ohio Nurserymen be repealed? A. R. Pickett.

Prospects for a uniform inspection law. By J. H. Dayton.

Stock and Trade conditions.

Answers to questions placed in the question box.

Cleveland's Park System, by John Boddy, Superintendent of Parks.

Miscellaneous business was then attended to and the following officers were re-elected:

President, W. N. Scarff, New Carlisle, Ohio; Secretary, W. B. Cole, Painesville, Ohio; Treasurer, A. R. Pickett, Clyde, Ohio.

The members of the Executive Committee are as follows: Robert George, Painesville, Ohio; A. R. Dinsmore, Troy, Ohio; T. B. West, Perry, Ohio; W. F. Bohlander, Tippecanoe City, Ohio; J. W. Gaines, Xenia, Ohio.

—o—

#### OHIO NURSERYMEN PLAN TO ENTERTAIN THE AMERICAN ASSOCIATION,

The following program for the entertainment of the American Association of Nurserymen on the occasion of their annual meeting in June was arranged:

One afternoon an automobile ride through the parks and boulevards of the city. This afternoon, of course, will be left to the program committee of the American Association, but suggestion was made that it be Friday afternoon, if it be convenient to arrange that date.

One evening moonlight ride on the lake.

One evening a banquet and other entertainment.

There will also be a theatre or matinee party for the ladies in addition to the above.

The City Forester and the City department have entered into the matter of entertainment in taking the association through the parks and boulevards, so that the nurserymen can depend upon this event moving off in the proper manner. Cleveland is justly proud of the park and boulevard system on which they have been working for a number of years and which at present nearly encircles the city, and will in time completely encircle it.

#### "THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR DECEMBER, 1913, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	DECEMBER—				TWELVE MONTHS ENDING DECEMBER—					
	1912		1913		1911		1912		1913	
	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values
<b>Plants, trees, shrubs and vines:</b>										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage	M 26 dut...	10,661	Dollars 131,069	16,287	Dollars .....	1,817,292	297,279	Dollars 1,858,574	218,509	Dollars 2,060,485
All other	{ free7 dut...	121	.....	351	2 11,941	....	13,279	.....	14,393	
Total	.....	121,040	.....	149,864	1,222,946	.....	1,302,379	.....	1,465,914	
		252,230	.....	342,612	3,052,179	.....	3,174,232	.....	3,540,792	

## TENNESSEE NURSERYMEN'S ASSOCIATION HOLDS ITS NINTH ANNUAL CONVENTION.

At the annual convention of the State Nurserymen's association Thursday in the assembly room of the Maxwell House, Nashville, Tenn., the following officers were elected: President, Harvey M. Templeton, Winchester; vice-president-at-large, A. J. Fletcher, Jr., Cleveland; secretary-treasurer, Prof. G. M. Bentley, Knoxville; vice-president for East Tennessee, A. I. Smith, Knoxville; vice-president for Middle Tennessee, W. H. Davis, Smithville; vice-president for West Tennessee, H. Stallings, Humboldt.

Resolutions were adopted condemning the McKellar cold storage bill, now pending in congress, as detrimental to the fruit-growing industry in Tennessee; resolutions of thanks to the board of trade for courtesies shown the members while in the city and the publicity efforts of the board of trade in making the meeting a success; resolutions of thanks to the management of the Maxwell House, to the Joy Floral company, for floral and ornamental decorations donated, and to the Atlas Power company for a demonstration showing the practical use of dynamite in horticultural and agricultural lines, and a vote of sympathy to Prof. Morgan, whose absence from the meeting was made necessary by his serious illness.

At the afternoon session of the convention a number of addresses were heard from prominent fruit growers and fruit growing authorities, along constructive lines for the upbuilding of the industry in this state.

That the west can grow beautiful show apples, but that Tennessee's apples are of a better quality and at the same time have high color, was a point of much interest developed by J. R. H. Hilton, of Knoxville, speaking on the subject of "Apple Growing in Tennessee." The speaker encouraged the planting of apple orchards on the Tennessee plateaus and highland areas on account of the cheapness of the soil and the accessibility of ready markets. He laid strong emphasis on the latest possibilities of the fruit growing industry in Tennessee.

S. W. Crowell, one of the best known growers of roses in the south, who has large gardens at Rose-aeres, Miss., urged a beautifying of the home grounds, with flowers and ornamental plants, pointing out that it was the lack of beautiful decorations in the home grounds which drove many to the larger cities.

Prof. G. M. Bentley, discussing the responsibility for the nurserymen's troubles, after passing over labor, transportation and anxiety resulting from dull collections, stated that the primary trouble often arose in the office, nursery and building yards. He

raised the contention that much of the existing trouble could often be avoided if the nurserymen would use their opportunities in giving the prospective buyer wholesome information.

Tom C. Joy, of Nashville, spoke on the economy of labor. Prof. Floyd Brailler, of Nashville, discussed decorations, and the propagation of the cherry tree was the subject of interesting papers read by A. A. Newsom, of Knoxville, and R. L. Overall, of Dyer.

With the conclusion of the afternoon session, at 4 o'clock, seventy-five of the members and their wives visited the gardens of the Joy Floral Company, in Northeast Nashville. Much interest was manifested in the greenhouses and heating plants, and the horticultural methods in vogue at the Joy gardens.

Plans to have published the past proceedings of the convention, extending over a period of nine years, incorporating in the volume many of the valuable and instructive papers which have been read in former meetings, were launched at the night session, which convened at 7.30 o'clock. It was pointed out that these papers would prove invaluable as a reference for beginners in the fruit-growing industry. The proposition was placed in the hands of a committee, composed of Prof. G. M. Bentley, Percy Brown, of Ewels, and A. I. Smith, of Knoxville, to devise ways and means for the publication of this volume.

Commercial orchards, with relation to the proper arrangements for planting, was discussed by Dr. C. M. Cowden, of Nashville, who took occasion to voice a caution in dealing with commission merchants. He also took exception to the railroad rates, as promulgated by lines entering Nashville.

A most enjoyable smoker and social session, which was resolved into an open discussion of mistakes and suggestions in the growth of fruit, brought the convention to a close.

Better marketing arrangements and facilities for the benefit of nurserymen read instructive papers at the morning and afternoon sessions held in the assembly rooms of the Maxwell House.

Vice-President Harvey M. Templeton, of Winchester called the convention to order at 10 o'clock Thursday morning, in the absence of President Charles Pennington, who since his election to the head of the association, has removed to Alabama.

After a prayer by Dr. James I. Vance, the visiting nurserymen were accorded a warm welcome to the capital city by Judge Robert Ewing, for many years chairman of the agricultural committee of the board of trade.

The report of Secretary-Treasurer G. M. Bentley,

of Knoxville, which was read and adopted, showed the association to be in a splendid condition.

"The Grower and Buyer of Nursery Stock" was the subject of a paper read by F. D. Fuller, of Memphis.

He urged buyers to impress upon the nurserymen the fact they only want the best stock and are not buying "the pictures in the catalogues." He offered the suggestion that a miniature orchard be set out at the various state fairs as the beginning of an educational campaign in nursery stock.

A paper dealing with the improvements in rural conditions and outlining several plans which had been found beneficial in the nursery industry was read by J. H. Austin, of Antioch.

James E. Scobey, of Franklin, discussed the planting of strawberries, pointing out the adaptability of the soil as a primary feature. He disputed the contention that better strawberries could be grown on poor ground, and advised against planting strawberries in ridges.

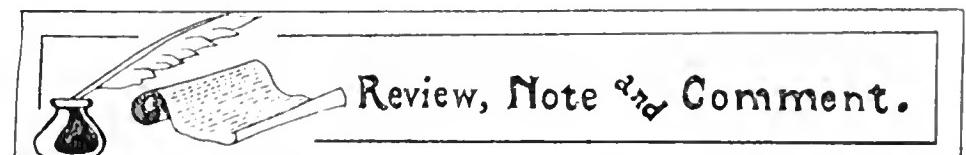
"The Great Problems Confronting the Rural Population" was one of the addresses of the morning session, the subject being handled by Dr. Lillian Johnson, of Memphis. She told of the great work in promoting community welfare, with particular reference to the rural sections, as contemplated by the bureau of rural organization service, recently promoted by the United States department of agriculture.

## Obituary.

It is with much regret we just learned of the death of Mrs. John Craig, which occurred about the middle of January. Mrs. Craig was sick for about a week with pneumonia when the end came. She and her daughter had been living in an apartment in New York City after returning from their summer home at Liasconset, Mass. Mrs. Craig was the wife of the late Professor John Craig, who for a number of years was Editor of the National Nurseryman, and was doubtless known to many nurserymen.

We have the following from W. S. Brown, Mgr., Au Sable Forest Farm Inc., Lovells, Michigan. "I like your paper very much and think it a good advertising medium."

In renewing subscription to "The National Nurseryman" the Whiting Nursery Company, Boston, Mass., write as follows: "We enclose one dollar in renewal of subscription to the "National Nurseryman," a publication of which we think very highly indeed, as well as finding it of great assistance in our business."



Joseph H. Hill, of the E. G. Hill Co., Richmond, Indiana, is planning an European trip in the near future.

Mr. C. R. Burr, of C. R. Burr & Company, Manchester, Conn., called at the Rochester office January 21st on his regular January trip.

William Walker, of Honeoye Falls, N. Y., called at the Rochester office in January at the time of the Horticultural meeting in that city.

Forest fires in the United States have caused an average annual loss of 70 human lives and the destruction of 25 million dollars worth of timber.

Juniper from the Indian reservations of New Mexico and Arizona may prove an excellent source of material for lead pencils. Manufacturers are searching the world for pencil woods.

Canada has established a forest products laboratory in connection with McGill University at Montreal, on the lines of the United States institution of the same sort at the University of Wisconsin.

J. J. Norton & Son, of Dansville, N. Y., attended the horticultural meeting at Rochester, together with eight other men from that city. While in Rochester Mr. Norton called at the office of The National Nurseryman.

The annual meeting of the Eastern Nurserymen's Association was held at Rochester, January 28th. It was voted to disband the organization and merge with the new organization, the New York State Nurserymen's Association.

Tree planting on national forests has to be confined to comparatively short intervals in spring and fall. In spring it starts when the snow melts and stops with the drying out of the ground; in the fall it comes between the fall rains and first snowfall.

The Western New York Horticultural Society re-elected William C. Barry as president for the twenty-fourth consecutive term; John Hall as secretary and treasurer for the twenty-fifth term, and Samuel Fraser, of Genesco, and F. H. Lattin, of Albion, as vice-presidents.

Owing to a serious illness Mr. Harry G. Bencklmyser, representative of H. den Ouden & Son, will be

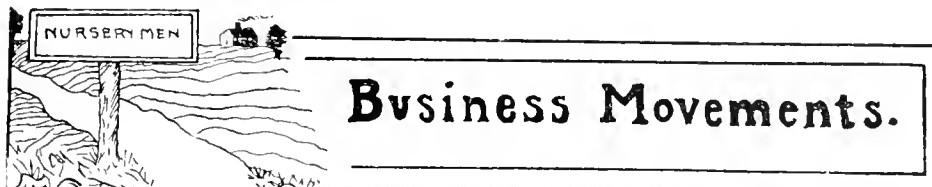
nable to make his annual trip to America to solicit your trade for the coming season.

Mr. P. den Ouden, proprietor of the firm, will take his place and intends to visit you during the months of April, May and June.

At the last annual meeting of the Eastern Nurserymen's Association it was decided to disband the organization and merge with the new organization, the New York State Nurserymen's Association, the officers of which are: Mr. E. S. Osborne, President; Mr. H. B. Phillips, Secretary; Mr. Horace Hooker, Treasurer.

The Massachusetts Forestry Association is offering a prize of a mile of shade trees. This is to be given to the town or city planting the greatest number of shade trees the coming spring, according to the population, based on the census of 1910. The conditions are that these shall be alive and in good condition September the 15th, 1914.

It speaks well for the importance of the nursery business when a city is founded by a nursery company. "Oreneo," Oregon, is merely a contraction of the words Oregon Nursery Company. This city was founded in 1896 by the Oregon Nursery Company and now has churches, schools, stores, fire department, and in fact everything that goes to make a city. The population is 300. Last January the city was incorporated and now has a mayor and other city officials.



The North-Eastern Forestry Co., have transferred their office from New Haven to the nurseries at Cheshire, Conn.

L. W. Hall Co., of Rochester, New York, has filed a certificate of incorporation, capital of \$2,500. They will engage in the nursery business.

A number of improvements are being made by T. Nagen, proprietor of the Cross Highway Nurseries, Westport, Conn. This will facilitate the handling of the additional business which Mr. Nagen anticipates the coming year.

On or about February 15th the North-Eastern Forestry Co., will move their office from New Haven to their nursery at Cheshire, Connecticut. This is about eleven miles from New Haven and suburban trolleys pass directly through the nursery.

Articles of incorporation have been filed by the

Stamford Seed and Nursery Co., of Stamford, Conn. Capital \$6,000. The following are the officers: President, George W. Woundy, of Stamford; Secretary, Benjamin H. Mead, of New Canaan; treasurer, George B. Camon, of Stamford.

E. G. Cook, A. L. Dorsey and W. M. Lupton have formed a company known as The Scientific Spraying Company. This has been incorporated at Wilmington, Delaware; capital \$25,000. The charter calls for the carrying on of a general nursery business, its specialty being the treatment of trees, shrubs, etc., for fungous diseases and insect pests.

The city council of Charles City, Iowa, has at last decided to give the Sherman Nursery Company fire protection by extending the mains to the nursery plant. This is done only after the barns of this company have been burned to the ground twice in the last two years. This will require one thousand feet of four inch pipe to be laid at a cost of about \$800. Including horses, implements and buildings the Sherman Nursery Company has sustained a loss of several thousand dollars.

## Answers to Correspondents

The National Nurseryman,  
Rochester, N. Y.

I have a piece of New Jersey muck (new) ground which is never under water; fairly well drained and I should like to know what a Nurseryman could grow or fail on such ground successfully. Information would be appreciated.

M., New Jersey.

As the ground is well drained it should be suitable for Ericaceous plants such as *Rhododendrons*, *Azaleas*, *Vacciniums*, *Kalmias*, etc., and would undoubtedly grow the Willows and Poplars, Sweet Gum, *Magnolia glauca*, Japanese Iris, *Eulalias*.

It may be some of our readers will give the result of his experiences in cropping this kind of ground.

—o—

Enclosed find a sample of Blue Spruce infested with scale. Shall be glad if you will tell me how to treat it. I have sprayed my white Pines and Blue Spruce twice with lime sulphur solution and in addition with fish oil soap with some results, but I am in doubt whether this is the right remedy or not. Last summer I had a terrible time fighting red spider on Oaks, Elms, Magnolias and shrubbery. Shall be glad of any information you can give me. F. R.

The sample of Spruce was so dried as to be all crumpled up when received and it was impossible to identify the pest that was affecting it. Spraying with fish oil soap, using twelve

pounds dissolved in fifty (gallons) of water very effective both for the scale and the red spider. This quantity can be safely used through July and August after the new growth has hardened.

Removing old infested evergreens and keeping the young ones clean by removing the dead growth from the interior will undoubtedly help to prevent the red spider. This pest is usually the result of dry hot weather. Even syringing with clear water is a great help to them.

Perhaps some of our readers will give their experiences in spraying evergreens for these pests.

—o—

Will you please advise me where I can procure *Crataegus nitida*, *Crataegus persistens* and *Calycanthus praecox*?

Also let me know why it is the government does not send me plants for trial? D. de H.

The plants mentioned are not grown commercially to any very great extent, with the exception of the *Calycanthus*, which is frequently met with in the south.

You might write to the Biltmore Nursery, Biltmore, N. C., or perhaps the Arnold Arboretum could supply you with some seed or a plant or so for trial.

We do not know why the government does not send you plants for trial. Why not write to the Bureau of Plant Industry, Washington, D. C., and ask them what the rules are concerning distribution.

#### ASKS REMOVAL OF RECEIVER.

Thomas L. McGarry, trustee of the bankrupt F. W. Meneray Co., of Council Bluffs, Ia., has made application to Judge McPherson, of the federal court there, for the removal of C. W. McDonald, receiver of the company, appointed by Judge Wheeler at the request of a large majority of the creditors.

Mr. McGarry, who is an Omaha man, was appointed trustee upon the petition of a few of the creditors, but when he came into office he discovered that there was no property not otherwise provided for by court action. Representing these minor creditors, he then filed the action for the removal of Receiver McDonald and the cancellation of the mortgage held by the First National bank of this city, covering practically all of the property of the defunct company. The bank's mortgage was further strengthened by a court judgment for \$50,061.70. The contention of Mr. McGarry is that the amount loaned the company by that bank was not more than \$31,000, and that the judgment and mortgage represent sums greater than the indebtedness to the bank.

The removal of Receiver McDonald is based upon the allegation that he is not a practical nurseryman, and that his lack of knowledge of the business has caused the loss of about \$20,000 worth of business. He was appointed August 5, 1912, by Judge Wheeler, on a bond of \$50,000, and has since been conducting the company's business.



#### From the U.S.D.O.F.A.

A very interesting letter is being sent out by C. L. Marlatt, Chairman of the Federal Horticultural Board, Department of Agriculture, Washington, D. C., in the shape of a record of the pests found by nursery inspectors on imported stock.

In this first report records are arranged as reported by states, to give credit to the inspectors, and second by countries, to indicate the kind and amount of infestation to be found on stock from each country of origin.

It is an extremely interesting record and will be of great value. The name of the pest is given, the host, or plant on which it is found, the country of origin and the number of times it has been collected.

While, of course, it is extremely technical as far as the names of the pests are concerned and does not carry very much practical information to the nurseryman, it shows us the method of the Federal Horticultural Board. While many of the pests may be harmless it is a satisfaction to know that a record is being made of them with a view to restricting their immigration.

#### Wanted

wages desired, etc., to

**C. R. BURR & CO., Manchester, Conn.**

Reliable working foreman to take charge of one of our branch nurseries, of 100 acres, growing mostly fruit stock. Please reply, stating age, experience,

#### WANTED

Nurseryman to take charge of small commercial place. Must be thoroughly familiar with propagating and growing ornamental shrubs and evergreens. Good opening for the right man.

P. O. Box 149, Birmingham, Ala.

#### Wanted

In Mount Vernon, State of Washington, with a prosperous nursery firm, a good business man, preferably one to take charge of office work—with some capital. Good reference, Apply M. V. N., care NATIONAL NURSERYMAN, Rochester, N. Y.

#### Wanted

Reliable working Foreman for one of our branch Nurseries; growing mostly fruit trees. Married man preferred. House furnished free. State age, experience and wages desired; and give reference. Also Budders and Grafters wanted.

**W. T. HOOD & CO.**

Richmond, Virginia.



**40 ACRES** solid to Spruce, Progressive, Americus and other best evergreens. Get acquainted offer for testing. Send us 10¢ for mailing expense, and we will send you 6 high quality evergreen plants (worth \$1) and guarantee them to fruit all summer and fall, or money refunded. Catalogue with history **FREE** if you write today.

**THE GARDNER NURSERY CO.**  
Box 162 OSAGE, IOWA

## Wanted

Landscape Artist to represent nearby nursery in large city of the Middle West. Must be of good and pleasing address, able to approach the trade, and secure and execute landscape contracts. Give age, experience, salary desired, etc., in first letter. Address N. S.

Care of NATIONAL NURSERYMAN.

## Wanted

A young nurseryman of experience in perennials and outside planting and pruning. Please state age, experience and wages desired.

CHAS. R. FISH & CO., Worcester, Mass.

## Partner Wanted

A business man with large experience in advertising wants to join an up-to-date nurseryman in establishing a nursery in a new location with a mail order department. G. R.

Care NATIONAL NURSERYMAN.

## Wanted--Wragg Chenys

From 5 M to 1 car load, one and two years old.

WOODBINE ORCHARDS AND NURSERY

W. G. BREWER, Prop.

Manzanola, Colo.



### TRANSPLANTING

Machines that automatically set the plants Yes Sir, they do the work. Also Automatic Rotary Weeding Machines for cultivating and weed pulling in the row. Easily operated by man or boy. Catalogue free.

THE GOLDEN, W 13 Osborn, O

SEEDS grow better

PLANTS grow faster

A GOLDEN on your soil will produce the gold

## Wanted

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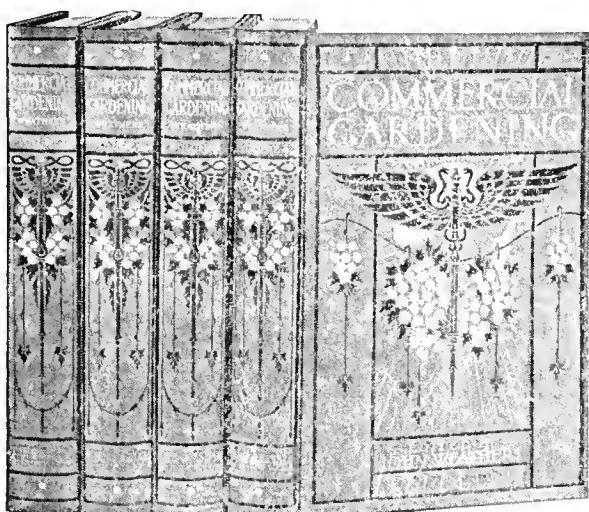
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ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.00 per year in advance

FOREIGN SUBSCRIPTIONS \$1.50 per year in advance

Advertising Rates on Application

THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated

Livingston Building, Rochester, New York.

When writing to Advertisers please mention The National Nurseryman.

# Harrisons' Fruit Trees Are Dependable—Always

All the trees we sell are grown here at Berlin, where we have a long growing season, yet the winters are cold enough to ripen the wood thoroughly and make the trees hardy anywhere.

We bud from bearing orchards, therefore we know the parentage of the trees that go out from our packing house. We guarantee them true to name, strong, free from diseases and scale.

## THIS IS A LIST OF TREES THAT ARE READY FOR QUICK SHIPMENT

Send your order NOW for Spring needs—we will ship or hold as you instruct.

### APPLES

	5-6 ft. 5 <sub>8</sub>	4-5 ft. 1 <sub>2</sub>	3-4 ft. 1 <sub>2</sub>	2-3 ft. 1 <sub>2</sub>	One-year, budded	Two-year, budded	1 in. 3 <sub>4</sub> -1 in.	6-7 ft. 5 <sub>8</sub> -3 <sub>4</sub>	5-6 ft. 5 <sub>8</sub> -3 <sub>4</sub>	4-5 ft. 1 <sub>2</sub> -5 <sub>8</sub>
A. G. Russett	100	30								
Albemarle Pippin	800	1900	3000	250				60	300	30
Alexander			300	100						
Baldwin	8000	40000	25000	2500			2000	12000	7000	2000
Ben Davis	1000	1500	1000	1000			1000	3500	400	
C. R. June	150	150	100					90	30	
Carthouse								90	100	
Coffelt Beauty								100		
Cooper's Market								100	60	
Dominie	150	150	100	60						
Duchess	300	1000	3000	1000			200	400		
Early Harvest	700	500	400	200				150	150	
Early Colton										
Early Strawberry	100	250	100	100				200		
Fallawater	400	300	100				250	400	110	
Fall Pippin	350	200	50							
Fameuse	400	400	100							
Gano	600	900	200				700	2000		
Golden Sweet	100	50								
Gravenstein	1500	1000	500	200						
Grimes Golden	4500	4500	3400	800				140	20	
Jeffries							450	3000	500	
Jonathan	4000	5000	2000	1000				400		
King	2500	800	250					400	100	
Maiden Blush	100	200	300							
M. B. Twig	35000	35000	10000	2500				140	20	
Mann										
McIntosh	9000	10000	9000	2500						
Missouri Pippin	150	100					400	20	10	
Myrick	100	50						100	100	10
Nero	1200	1200	700	300			300	300		100
No. Spy			100	100						
N. W. Greening	450	325	50	50				1000	50	
Opalescent	150	150	50	50						
P. W. Sweet	600	500	100	50				25		
Porter							225	250		
Rambo	1500	500	350	150				300	60	
Rawles Janet										
R. I. Greening	400	1375	200							
Red Astrachan	2500	2500	500	500			50	1300		
Rolfe							60	70		
Rome Beauty	7000	4500	750	150				150		
Salome								200	60	30
Scott's Winter								200	20	
Smith's Cider	700	200					280			
Smokehouse	225	250	150	100						
Spitzenburg	250		250	100						
Stark	7000	2500	1000				250	350	150	25
Stayman's	28000	22000	8500	1500			1000	9000	5800	950
Strawberry (Chenango)	150	100	50	50			25	45	5	
Summer Hagloe	75	150	200	100						
Sweet Bough	50	100	100							
Walbridge	250	275	400	250						
Wealthy	2480	3485	500	500				400	200	
Wm. Early Red	25	2000	6500	1500						
Winesap	5000	4500	2000	1000			1000	6250	985	
Winter Banana	195	145	50							
Wolf River	2500	1500	750	250			25	175	175	
Yellow Transparent	3000	4500	2250	495				50	50	
Yellow Belleflower	25	150	150	100						
York Imperial	5000	4500	750	245			1000	20000	14960	4985

### CRAB APPLES

Golden Beauty	150	100	70							
Hyslop	100	150	100	50						
Martha	50	50	50	25				750	450	245

### PEARS

	Two-year, budded	One-year, budded
	1 in. 6-7 ft. 5 <sub>8</sub>	1 in. 4-5 ft. 3 <sub>4</sub>
Kieffer	325 3400 3420 1000 250 110	30000 15000 4000 1000

### DWARF PEARS

	Two-year, budded
	3-4 ft. 2-3 ft. 1-2 ft.
Bartlett	700 950 1000

### CHERRIES

	Two-year, budded
	1 in. 6-7 ft. 5-6 ft. 4-5 ft. 3-4 ft. 2-3 ft.
Ely. Richmond	300 1000 1400 645 315 250

### GRAPE

5000 Concord, 3-year (Extra Strong)

11750 Concord

6765 Moore's Early

Come to Berlin this Spring or Summer and see the Nurseries—worth your time, for we will take care of you while you are here.

**Harrison's Nurseries**  
 J.G. HARRISON & SONS  
 BERLIN  
 PROPRIETORS  
 MARYLAND

Designed and written by The McFarland Publicity Service, Harrisburg, Pa.

Press of Robinson Publishing Company, Hatboro, Pa.



# THE NATIONAL NURSERYMAN



APRIL, 1914

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

OFFER A GENERAL LINE OF

## Choice Nursery Stock

### CHERRY and STD. PEAR

of Extra Fine Quality.

If you are in the market for superior trees write us for prices.

I. E. Ilgenfritz' Sons Co.  
MONROE, MICH.

## THE JEWELL NURSERY CO.,

*Wholesale Nurserymen*

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

Everything in the line of Nursery Stock suited to Northern culture.

*Let us figure with you*

## MOUNT ARBOR NURSERIES

E. S. WELCH, Proprietor

136 Center St., :: Shenandoah, Iowa

Make a Specialty of a Complete Line of High Quality  
Nursery Stock for WHOLESALE TRADE

**APPLE TREES**—We wish to call special attention to the finest lot of Apple we have ever grown; none better on the market.

**BLACKBERRIES**—Large stock root-cutting plants.

**ORNAMENTALS**—A select lot of Silver Maple, 2 to 2½-in., 1½ to 2-in. grades; Ash, Box Elder, Linden, American Sycamore, Horse Chestnut, Catalpa, Poplars, Norway and Sugar Maple.

**PRIVET**—California, Ibota, Amoor River North.

**CRIMSON RAMBLER ROSES**

**APPLE GRAFTS**—Any style made to order; machine wrapped; quality guaranteed; none better.

ASK FOR SPRING TRADE LIST.

Always pleased to quote your wants.

## WATCH OUR BULLETINS



*IF NOT ON OUR MAILING LIST  
WRITE US*



**C. R. BURR & CO.,**  
MANCHESTER, CONN.

Now is the time to place your orders for  
**Direct Importations**  
from European Nursery Centers

**FRENCH FRUIT STOCKS**

Apple, Pear, Myrobalan, Mahaleb, Mazzard Seedlings, Manetti, Multiflora and Quince stocks. Also full line of Ornamentals for lining out, from Vincent Lebreton's Nurseries, Angers. Best packing and grading. February shipment from France.

**Boskoop, Holland, Nursery Stock**

Boxwood (pyramids, bushes, standards, ball-shape, etc.). Roses, Tree Roses, Rhododendrons, Azaleas, Magnolias, Koster Blue Spruce, Evergreens, Hydrangea P. G., etc., etc., from Schaum & Van Tol, Boskoop.

**DECIDUOUS TREES**

Norway and Schwedler Maples, Tilias, Elms, Chestnuts, Oaks, Planes, Thorns, etc., etc., etc., straight stems and good roots, careful selection, best packing from Union Nurseries, Oudenbosch, Holland.

Besides representing the above firms as Sole American Agents, we import to order

**FROM JAPAN AND ENGLAND**

English Manetti, Gooseberries 2 and 3-yr. (Whinham Industry, Whitesmith, etc.), Japanese Nursery Stock and Lilies.

**BAY TREES.** Standards, Pyramids and all shapes from Belgium, Fall or Spring shipment.

**RAFFIA.** Red Star Brand and four other grades; also dyed Raffia in 20 colors.

**WRITE US** for catalogs, special lists, etc., stating the class of stock you are interested in.

**SHIPPING.** We have our own Custom House Dept., with shipping connections at Havre, Hamburg, Rotterdam, Antwerp, Southampton, etc.

**McHutchison & Co.,**

17 Murray St.  
New York

The Import  
House

When writing to Advertisers please

OKLAHOMA LANES—All Sizes

From  $1\frac{1}{4}$  to  $2\frac{1}{2}$  inch Caliper

Carolina Poplars Lombardy Poplars Sugar Maples  
Double Flowering Japan Cherries  
Weeping Japan Cherries Flowering Apples

7,500 Kieffer Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
1,200 Kieffer Pears, 4 to 6 ft.,  $\frac{3}{4}$  to  $\frac{3}{4}$  in.  
2,500 Rossney Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
3,000 Yellow Transparent Apples, 11-16 in. and up  
10,000 York Imperial Apples, 11-16 in. and up  
15,000 Stayman's Winesap Apples, 11-16 in. and up  
5,000 Japan Plums,  $\frac{3}{4}$  in. and up  
10,000 Downing Gooseberries, 2yr. No. 1  
Asparagus, strong 2 years

Large and Complete Assortment of Ornamental Trees  
and Flowering Shrubs, Etc.

**Hoopes, Bro. & Thomas Company**

Maple Avenue Nurseries

PHILADELPHIA OFFICE:  
222-3-4-5 Stephen Girard Bldg.  
21 So. Twelfth Street

West Chester, Pa.

**Griffing Brothers**

**Grow the Better Kind of Trees**

**PECANS**, Budded or Grafted  
**PLUMS** on Plum Roots  
**PERSIMMONS**, Japanese  
**FIGS**, Celestial, Magnolia, Brown Turkey varieties  
**SCUPPERNONG, JAMES** and other Muscadine Grapes  
**MULBERRIES**, well branched trees, free from Blight  
**CAMPHOR** Trees  
**CONIFERS** and Evergreen Trees  
**PALMS** and Tropical Plants  
**SATSUMA** Orange and other Citrus Fruits

Prices are Right

Trees are Right

**GRIFFING BROTHERS**

JACKSONVILLE, FLA. MOBILE, ALA.  
MIAMI, FLA. PORT ARTHUR, TEXAS

When writing to Advertisers please mention The National Nurseryman.

looking for stock can  
find largest assortment  
in United States at the

# NURSEYMEN AND FLORISTS **Painesville Nurseries**

Fruit and Nut Trees, Deciduous Trees, Shrubs and Evergreens, Hardy Roses, Vines and Plants, Grapes, Gooseberries, Small Fruits, Bulbs, Seeds, Palms and other tender Greenhouse Plants

Have large stock stored in frost-proof cellars that can be shipped at any time desired; switch from N. Y. C. lines direct into our packing house; can load without exposure. Unsurpassed facilities for handling orders—large or small.



**ARISTILOCHIO SIPHO, DUTCHMAN'S PIPE.**

A FEW SPECIALS WHILE THEY LAST: Standard Pears in assortment, Duchesse Dwarf Pears, Bourgeat Quince, Prunus Pissardi and Triloba, Cuthbert and other Raspberries, Concord and other Grapes.

## OUR SPECIALTIES ARE

Roses, H. P. Moss, Ramblers, Climbers, etc., Peaches, Pears, Plums, Cherries, Ornamental Trees and Shrubs in car lots, Weeping Mulberries, Elm and Ash, Clematis, Ampelopsis, Paeonies, Hydrangeas, Bush and Tree Perennial Plants.

## THE STORRS & HARRISON CO.

No trouble to price your list of wants

PAINESVILLE, OHIO

50 Years 1200 Acres 44 Greenhouses

When writing to Advertisers please mention The National Nurseryman.

FORTY-SEVENTH YEAR

# T. S. HUBBARD CO.

*Fredonia, N. Y.*

The longest established and best known growers of

## GRAPE VINES

And the largest stock in the United States  
AGAWAM LUTIE  
BRIGHTON MORE'S EARLY  
CAMPBELL'S EARLY NIAGARA  
CONCORD POCKLINGTON  
DELAWARE SALEM  
DIAMOND WOODRUFF RED  
EATON WORDEN  
GREEN MOUNTAIN  
and all other old and new varieties which we think worthy  
of general cultivation

## CURRANTS

BLACK CHAMPION POMONA  
BLACK NAPLES RED DUTCH  
CHERRY VERSAILLES  
FAY'S PROLIFIC VICTORIA  
LEE'S PROLIFIC WHITE DUTCH  
NORTH STAR WHITE GRAPE

and many other well known varieties. Also a large stock of  
President Wilder and White Imperial.

## GOOSEBERRIES

A fine stock of leading varieties. One and two years.

## BLACKBERRIES

The largest and best stock of root-cutting plants in this  
country. SNYDER in great quantity. Our blackberry  
plants are as well furnished with fibrous roots as our well-  
known grape vines.

Send for our Price List and Descriptive Catalogue

64TH YEAR

Baltimore Nurseries

# FRANKLIN DAVIS NURSERY COMPANY

Baltimore, Md.

We offer for Spring 1914: High Grade Stock.

General Line:

Peach, Apple, Pear, Cherry, Plumb, California Privet in 1 and 2 year fine stock.

Oriental Planes, Norway Maples, American Elms, Silver Maples, Horse Chestnuts, Etc.

Will make prices right on Peach and Privet in carload lots for early orders.

**Send Us Your List  
of Wants**

When writing to Advertisers please mention The National Nurseryman.

# SEEDLING EVERGREENS

## BY THE MILLIONS

Arbor Vitae	Jack Pine
Austrian Pine	Norway Spruce
Black Hill Spruce	Pinus Ponderosa
Colo. Blue Spruce	Pitch Pine
Concolor	Red Spruce
Douglas Spruce	Scotch Pine
Engelmannii Spruce	White Pine
European Larch	White Spruce

All sizes. Ask for prices.

## SPECIAL QUOTATIONS ON LARGE ORDERS

Also the following APPLES in 1-2 in., 5-8 in.  
and 11-16 in. sizes at special prices:

Ben Davis, Duchess, Florence, Gano, Hibernal,  
Iowa Beauty, N. W. Greening, Okabena, Pat-  
ten's Greening, Peerless, Peter, Pewaukee,  
Scott's Winter, Soulard, Strawberry Crab,  
Transcendent, University, Virginia, Wealthy,  
Whitney and Wolf River.

# SHERMAN NURSERY COMPANY

CHARLES CITY, IOWA



## P. D. BERRY

### WHOLESALE NURSERYMAN,

is offering for spring trade 1914  
Red. Black, Yellow and Purple Raspberry Plants; Black-  
berry root cutting plants; Dewberry plants, Downing,  
Pearl, Josselyn and Houghton Gooseberry, one and two  
year, No. 1; 150,000 Rhubarb, one and two year, No. 1,  
whole roots and divided; Horseradish sets; Gooseberry  
layer plants of Houghton and Mt. seedling; Fays and  
Cherry Currants, two year, No. 1; Gooseberry plants, two  
year, No. 3, for lining out, California Privet, Cedar Shingle  
Tow in bales, etc.

No trouble to price your list  
of wants any time by letter.

Trade list ready January 15th.  
This stock is in storage can ship on short notice.

P. D. BERRY,

Dayton,

Ohio

## The Best Tree Digger on Earth



Used and Recommended by Leading  
Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
LOUISIANA, MO.

We have every facility for growing evergreens from seed—plus the finest natural location that we know of in the United States, plus over 50 years' practical knowledge of how to do it best. We are now growing millions of them for nurserymen's and dealers' trade, lining out, etc., and you will find

## Hill's Evergreens

the best investment you can make—if you are looking toward permanent results and satisfied customers, as well as the first cost of the trees. We go to a great deal of trouble and expense gathering and sowing our seed, but we think it's worth it all to know that the little trees are true to name, and healthy and vigorous. Our customers, too, have found that it's worth the cost to know that they're getting *reliable* trees when they buy here. If you want the best evergreens you can get for your trade let us tell you more about those of "Hill Quality."

**THE D. HILL NURSERY CO., Inc.**

*Evergreen Specialists*

D. HILL, President Box 401, DUNDEE, ILLINOIS

**L. Spaeth**

**BERLIN**  
Baumschulenweg  
GERMANY

**Largest Nurseries  
in Europe**

2000 ACRES

FOUNDED 1720

**HARDY TREES  
AND SHRUBS**

1. Our Nurseries lie in a colder climate than the French, Dutch and English nurseries—
2. We grow all the stock we sell—
3. Moderate Prices.
4. When in Europe come and see our nurseries—

Catalogs free—

Have you seen and examined the quality and finish of our

## Rawhide Brand of Shipping Tags and Tree Labels

printed or plain, strung or wired?



This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our reference are the largest nursery men in the United States.

**The Denney Tag Co.**

West Chester, Pennsylvania

## Small Stock for Lining Out

New Price List showing varieties and prices now ready. We offer a large assortment of first class stock in these small size plants for lining out. Get our list and order early.

### Fruit Stocks

We have a small surplus of MAZZARD NO. 1, MYROBOLAN NO. 1, and MANETTI ROSE 5 to 8 mm. To dispose of these we are making especially low prices. Here is a chance for a bargain. Write us.

### Fruit Seeds

ALL varieties of Fruit Seeds exhausted except some Kieffer and Japan Pear Seeds. Prices upon application.

### Tree Seeds

We have a small surplus of certain varieties. Write for list and prices. All first class seed.

### Raffia

New price list quoting Red Star, XX Superior, AA West-coast and Arrow Brands, just issued. Send for a copy and place your order for immediate or later shipment as you desire.

### Ornamental Nursery Stock

A complete line of Hardy Ornamental plants on hand at all times. Send your lists to us for prices.

## Thomas Meehan & Sons

Wholesale Nurserymen and Tree Seedsmen

DRESHER

PENNSYLVANIA

## SPECIAL NOTICE

APPLE QUINCE PEAR CHERRY  
PEACH PLUM

A Fine Block of  
Own Root Roses

ORNAMENTAL TREES                   SHRUBS  
BERRIES                               CLEMATIS  
EVERGREENS                          PEONIES           PHLOX  
PYRAMIDAL and STANDARD  
TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete  
lists and carload lots.

W. & T. SMITH COMPANY  
GENEVA, N. Y.

63 Years

700 Acres

When writing to Advertisers please mention The National Nurseryman.

### Apple Seedling

Japan and French Pear Seedling  
Apple Grafts Made to Order  
Catalpa Speciosa and Russian  
Mulberry Seedling  
Apple Trees, 2 years

Our Apple Trees are a clean, healthy lot, strictly first class and will please you. Let us price your wants.

### Kieffer Pear, 2 Years

Peach      Cherry, 1 year      Gooseberries  
Rhubarb                              Shade Trees  
Flowering Shrubs, in Variety

We have a very fine stock of Althea, both tree and bush form. Good list of varieties.

**J. H. SKINNER & CO.**  
TOPEKA, KANSAS

## BERCKMAN'S SPECIALTIES

WE OFFER TO THE TRADE THE FOLLOWING

### CONIFERS

Biota aurea nana, all sizes. Biota aurea conspicua, from Retinosporas, various sorts. 2 to 12 ft. Cupressus pyramidalis, from Thuya Pumilla, 1 to 10 ft. Junipers, in variety.

### BROAD-LEAVED EVERGREENS

Aucuba                              Azalea Indica  
Berberis Japonica                Camellia Japonica  
Camphor                            English Laurel  
Gardenias                         Ligustrums, in variety  
Magnolia Grandiflora           Olea fragrans  
Magnolia fuscata                Osmanthus aquifolium

### HEDGE PLANTS

Dwarf Box                         Citrus Trifoliata  
Privet, California and Amoer Spiraea Thunbergii

Ampelopsis quinquefolia       Euonymus radicans  
Ampelopsis Veitchii             English and Algerian Ivy  
Rhynchospermum                 Roses, field grown, own roots  
Wistaria, grafted, best sorts    and budded

### DECIDUOUS SHRUBS

Cornus                             Deutzias  
Exochorda                       Hydrangea, Otaksa, etc.  
Philadelphia                    Pomegranates  
Spiraeas                         Lilacs, best sorts, grafted  
Styrax Japonica                Cercis Japonica

### SHADE TREES

Elms                                Hackberry  
Magnolia purpurea             Salisburia  
Texas Umbrella                Tulip Poplar  
Cercis canadensis              Weeping Mulberry

### FRUIT AND NUT TREES

Apples, leading sorts         Peaches, never offered better stock  
Mulberries, grafted            Spanish Chestnuts  
Figs                                Nectarines  
Olives                            Almonds

Japan Walnuts  
We grow a general line of nursery stock for the northern as well as the southern trade. Wholesale and retail catalog for the asking.

**P. J. BERCKMANS CO., Incorporated**  
FRUITLAND NURSERIES            AUGUSTA, GEORGIA  
Established 1856                Over 450 Acres in Nursery

## 50,000 Ampelopsis Veitchii

Strong, well rooted, transplanted, 2 and 3 year plants, best quality at low prices. Also California and Amoor River Privet, Berberry Thun., St. Regis Raspberry, and all small fruit plants.

Send for Price List.

CHARLES BLACK

HIGHTSTOWN,

NEW JERSEY

## CHAS. E. FRANKENBACH & SONS, SOUTHAMPTON, N. Y.

Shrubs and hardy Climbers for immediate effect. Extra large Wisterias; field grown hardy Perennials, undivided clumps. Anchusa Italica, Dropmore. Baptisia australis. Funkia Sieboldiana. Gypsophila paniculata. Gypsophila acutifolia. Hibiscus, crimson eye. Hollyhocks. Japanese Iris, 12 varieties. Gentian barbatus Torreyii. Sedum Spectabilis atropurpurea. Yucca filamentosa.

## H. Den Ouden & Son

The Old Farm Nurseries Boskoop, Holland

## Clematis, Roses, Hydrangeas, Etc.

Write for Complete Wholesale Catalogue



**40 ACRES** solid to Superb. Progressive, Americus and other best everbearers. Get acquainted offer for testing. Send us 10c for mailing expense, and we will send you 6 high quality everbearing plants (worth \$1) and guarantee them to fruit all summer and fall, or money refunded. Catalogue with history **FREE** if you write today.

THE GARDNER NURSERY CO.  
Box 162 OSAGE, IOWA

## Surplus Stock X X X Quality

40,000 Norway Spruce in perfect condition, 15-18 in., 18-24 in., 2-3 ft. 25,000 Hardy Phlox, 50 best named kinds. 5,000 Specimen Am. Arbor Vitea, 4-5 ft. sheared and root pruned stock. If in need of this quality ask for prices.

ADOLF MÜLLER

DeKALB NURSERIES

18 miles West of Philadelphia

Norristown, Pa.

4 kinds of railways

## Peach Trees and Strawberry Plants

all leading market sorts for Spring, 1914

MYERS & SON, - Bridgeville, Del.

LET ME QUOTE YOU prices on all Conifers and Broad-leaved Tree and Shrub Seeds. Guaranteed fresh, true to name and good germination.

J. F. Von Hafften, Consulting Forester

Winfield Junction, L. I.

## EASTERLY NURSERY CO. CLEVELAND, TENN.

Offer for Spring, 1914

One and two year Apple; One year and June Bud Peach, California Privet, in car-load lots. Also Magnolia, Grandiflora, Arbor-Vitea, Norway Spruce, Md. Plantier, and Baltimore Bell Roses. Ask for prices.

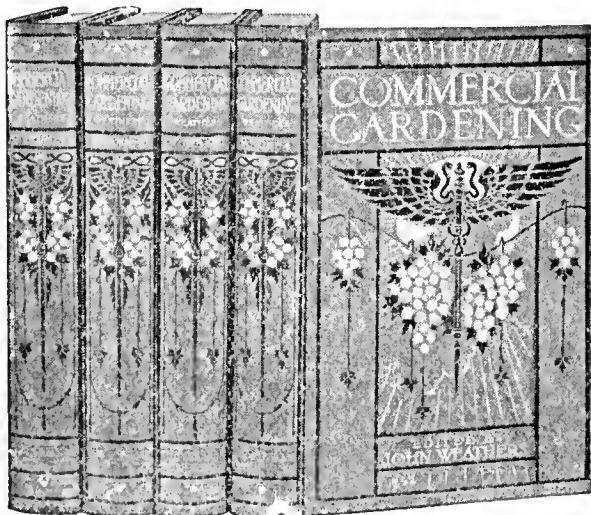
## LEVAVASSEUR & SONS,

Wholesale Growers of Fruit Tree Stocks, Ornamentals, Evergreen Seedlings, etc. Best Grading Quality, and Packing. Largest shippers to this country. All leading nurserymen are our regular customers. Orders booked now for delivery for season 1914-1915 at lowest list prices. For further information address our

American Agents, AUGUST ROLKER & SONS, New York, 51 Barclay Street or P. O. Box 752.

## Nurseries at Ussy and Orleans FRANCE

The Campbell Automatic Irrigation Sprinkler  
Solves the "Irrigation Problem" and affords rain when you want it, and like you want it, at the minimum cost of installation and operation. Sample postpaid \$3.00. Money back if you want it. Descriptive literature on request. J. P. CAMPBELL, Jacksonville, Fla.



Packed with Information That Has Not Before Been Published.

## Commercial Gardening

IN FOUR BEAUTIFUL, ILLUSTRATED VOLUMES  
By JOHN WEATHERS and 20 other experts

It is invaluable to every grower, who will find it helpful. The language is untechnical, straightforward and practical.

The illustrations are profuse and produced with that thoroughness and beauty for which British books are famous. Two composite cardboard models of the cabbage and potato in natural colors are presented to each subscriber.

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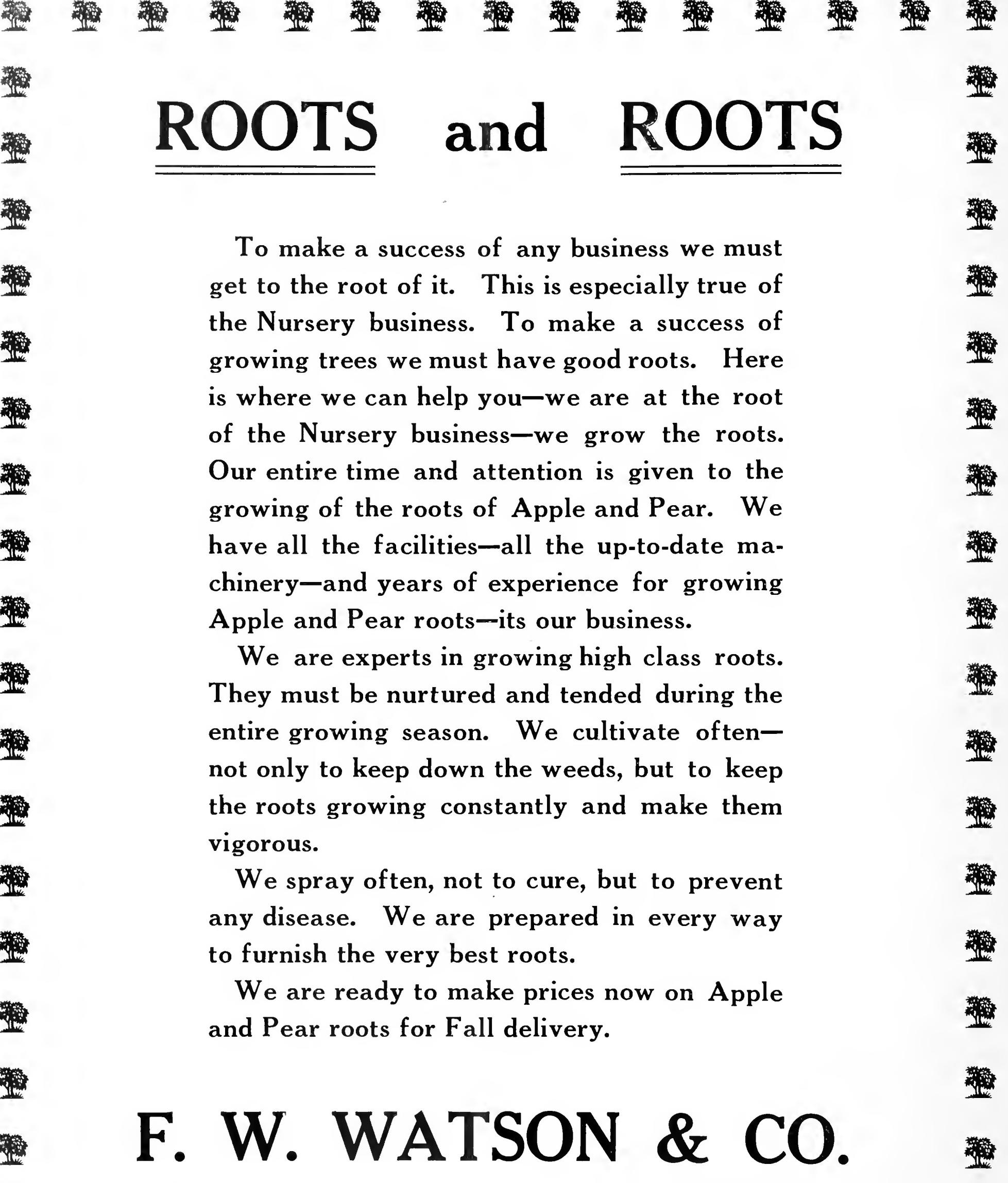
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# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXII.

ROCHESTER, N. Y., APRIL, 1914.

No. 4.

## NUT TREE BUDDING.

By CHARLES L. EDWARDS, Dallas, Texas.

It is commonly known that most fruit trees are propagated by what is called the shield bud. It is taken from the scion of a desired variety by a cut from below upward, as shown in the first illustration. But this method proved unsuccessful in working pecans and other nut trees. We all tried it and after continued failure gave it up. There was bound to be a reason for this behavior, but what was it? This question was puzzling.

Most of us knew that nut trees have thicker bark than the fruit trees. Some two years ago the thought occurred that possibly the failure of the shield bud in pecan work lay in this fact, and since the shield bud is the simplest known form of artificial propagation, it would be a helpful thing to muster it into service. The first move was to cut some buds from a pecan scion and a peach scion and look at both from the inside. There was not only a marked difference in thickness of bark, but at the lower end of the pecan bud there was a thick, fleshy rim of bark extending well below the film of wood on the inner side. The conclusion was then reached that perhaps this thick rim of bark prevented the flow of sap from the seedling stock into the bud piece, causing it to perish for want of nourishment. The next thought was that if this rim of bark at the lower ends of both pecan and walnut buds, when cut shield fashion, were pared off by downward, sloping cuts, as shown in my illustrations, the trouble would be overcome. For, when inserted under the bark of the stock after this preparation, the inside bark of the bud piece, where the cuts were made at the lower end, would be brought into contact with the inner bark of the stock. This would enable sap from the stock to enter the bud, flow through and give it life.

### A HAPPY SOLUTION.

These conjectures, formulated in winter, were first tried out in the ensuing spring of 1912, and what is now called the "modified shield bud" proved a success from the start. It may be admitted, too, that my elation was hardly less than that of Alexander on cutting the Gordian knot, for it opened up an easy route for the conquest, not of Asia, but of the pecan growth

of the Southwest. Trial of it from March until October during last year and the year before, whenever bark would slip freely, on pecan and walnut stocks gave such results that I have not hesitated to recommend it to veteran operators as well as to raw beginners. A number of progressive nurserymen have adopted it and are producing salable trees at a better margin of profit than formerly. And it does seem that any citizen having native nut trees of suitable sizes ought to be able with the help of my drawings to do his own budding. The carelessness and want of attention to instructions on the part of some men-folks cause failure, but so far as my information goes every woman making a trial has been successful.

For springtime work, bud wood is cut along toward the latter end of February or early in March, but always and everywhere before sap begins to rise. This is called "dormant" bud wood. The switches are usually about two feet in length and may be kept in good condition for sixty days and more by sticking the butts six to eight inches into loose, well-spaded soil on the north side of a wall or at the north gable end of a building. This is to protect the buds from sunshine and keep them cool, so that they will remain dormant. If there is considerable rainfall the switches should be sheltered, else excessive moisture will cause them to sprout and spoil. Where fresh sawdust is handy the bud switches may be packed in moist but not wet sawdust and kept in a cool, shaded place. Simple as these directions are, they are seldom followed; but buyers of bud wood show an aptitude for spoiling it that entitles them to a position near the head of the class of really talented blunderers.

In working dormant buds the film of wood taken off in cutting the bud from the scion should be only thick enough to protect the germ of the bud. When a thick plug of wood is taken out with the bud there will be a bad fit at the upper end, and this will almost surely result in loss. In springtime work the bud wood should be three-eighths of an inch in diameter and upward. In working wood of smaller sizes the loss ratio is increased. The small ends of the

switches may be used for grafts, if the operator understands that mode of propagation.

The rim of bark at the lower end of the bud should be pared down before the bud is severed from the scion. The workman who cuts off a bud before trimming the ends deserves sharp reproof, because the job is seldom well done when the bud piece is held in the fingers.

Buds may be cut from seven-eighths of an inch to an inch and a quarter in length, those of the greater

#### CUTTING AND SHAPING MODIFIED SHIELD BUDS.

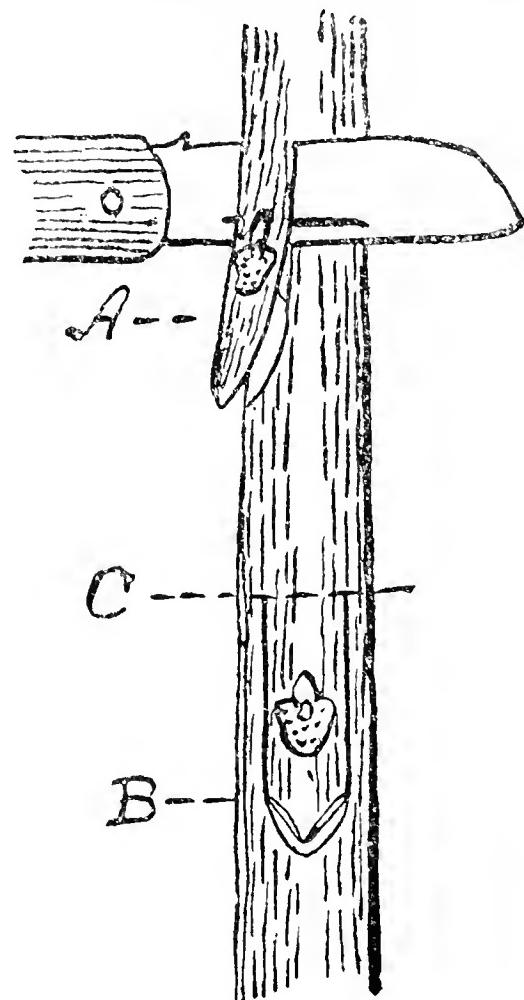


Figure 1.

*A shows first cut from below upward; B shows lower end of bud with portion of bark cut away. C shows point where bud is severed from scion.*

length from larger wood. It will be noted in figure 2 that the stock is prepared as for ordinary shield buds. There is the usual cross-cut and slit in the bark, and the bark opened to make a bed for the bud. Then when the buds are inserted, the bark of the pecan and walnut being thick, the flaps of bark folding over the bud are pared down, as shown in the illustrations. This is done so that the waxed wrappers will fit down close on the bud piece and thus prevent the entrance of a small insect that sometimes gets in at the eyelet of the wrapper and makes mischief. Observe also that the wrapper is so put on that the nipple of the bud peeps through the eyelet and has the benefits of light and air.

In tying on the wrapper, begin in the middle of the string, just above the upper end of the bud and tie tight. That bud fitted close on the scion from which it was taken and must be made to fit close on

the stock to which it is transferred. See that the string, after going once around, crosses at least twice above and twice below the nipple of the bud as shown in the drawing. And the tie should be brought around close to the bud, both above and below. Narrow strips of white cloth a quarter to half an inch in width and strong enough to tie tight make good ties; but in large jobs raffia is generally used. Small cotton twine will answer, but needs close watching to prevent cutting into growing stocks and injuring buds.

After tying on the wrapper the next job is to cut off the stock eight or ten inches above the bud. Then rub off all the largest and longest natural buds on the stock, both above and below the bud just put on.

#### PROCESSES IN PUTTING BUDS ON TREES.

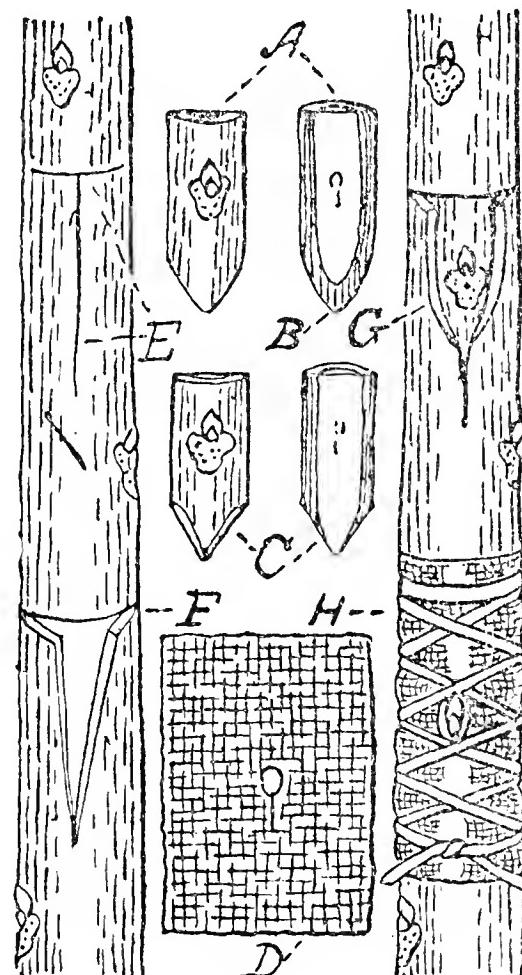


Figure 2.

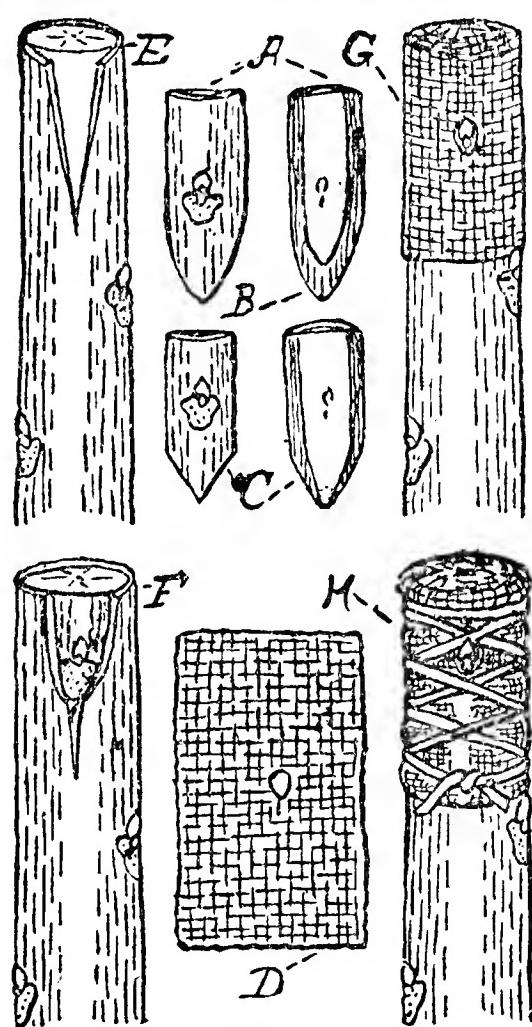
*A shows inside and outside views of common shield bud; B, thick rim of bark at lower end; C, outside and inside views of same bud, modified; D, waxed wrapper; E, cross cut and slit in pecan stock; F, bark open to receive bud; G, bud in place and flaps pared down; H, wrapper put on and tied.*

The eight or ten-inch stub left projecting above the bud will serve as a stake for tying your bud shoot later on. Rubbing off natural buds and removing top of the stock assists in forcing sap into the newly set bud. When buds are put on branches of young trees set them near the main body, and cut off the end of the branch.

When the tie begins to eat in on the stock before the bud starts into growth, it should be unwound, then tightly wound on again, but not in the grooves

it has made. The tie string may be removed when the bud has started and made a growth of half an inch or more but let the waxed wrapper remain. It will help the wound made by the knife to heal more perfectly and give protection when nights are chilly. The eyelet will stretch as the bud shoot grows. When the bud is well started all natural buds on the stub above it may be cut out. Sprouts coming out on the stock below the bud should be rubbed off every ten days during the growing season, just as in other systems of budding.

#### ILLUSTRATION OF METHODS OF CROWN BUDDING.



**Figure 3.**

*A shows outside and inside views of common shield bud; B, thick rim of bark at lower end; C, outside and inside views of same bud, modified; D, waxed wrapper; E, stock cut off and bark opened for bud; F, bud in place and flaps pared; G, wrapper in place; H, wrapper tied on.*

Waxed wrappers may be made from old cotton domestic, such as worn bedsheets or discarded underwear. Cheap cotton canvas may also be used. These materials may be torn or cut into strips six to ten inches in width and not over twenty inches in length, then folded back and forth into small squares. These may be laid into a shallow vessel of hot, melted beeswax that has been freed of impurities by straining. The hot wax will strike at once through the folds of the cloth, one end of which should be kept out of the vessel for convenience in handling. Keep the room warm and the doors closed. When the wax has struck through the folds, hold up the cloths by one end so that the surplus of wax may drip back in

to the vessel. It will not do this if the room be cool or a breeze passing through. The cloth cools quickly after draining and is ready to be torn into long strips an inch wide, a little more or a little less. These strips are then folded back and forth into little blocks an inch and a half in length, keeping the edges even. The eyelets are made at a single cut in each block with a leather punch, and may be enlarged by running a blade of the budding knife through them the long way of the block. These wrappers are the same as those used in putting on chip-buds and afford sufficient protection against wind and weather. I may observe in passing that the chip bud is one of the best methods used in pecan propagation, but is not quite as easily worked as the modified shield bud now under discussion.

This form of wrapper is more economical than any other in use. It should fully overlap the wounds made by the knife, with some cloth to spare. When firmly tied on over buds properly set, success is reasonably sure. But one should try again, if failure greets his first effort. The fault may lie in the bud-wood, the weather or other cause beyond control. The old, old maxim, "try again," is a splendid motto for one who wishes to succeed in the propagation of pecan trees. Now listen, plain as the foregoing directions are for preparing wrappers, few people will follow them. They will try it out of doors, or with doors wide open on a cool, windy day; they will have their strips of cloth too long for the wax to drip out sufficiently, or wider than the vessel containing the melted wax, or get off wrong in some other way. But the citizen who tries to make wrappers with grafting wax instead of bees' wax is the champion mess-maker of all. The human family generally is against following instructions.

#### A STEP FURTHER.

Here is another innovation: When one has mastered the method shown in the second illustration, he is ready for another step forward. This is called crown budding, a method to which the modified shield bud is peculiarly well suited. Buds from wood that has partially lost its vitality, or has been injured by sap starting before it is cut or after it is cut in early spring, may oftentimes be saved by this method when all others fail. But the work must be carefully done and instructions strictly observed, for if your bud is lost, the remaining stock is badly disfigured.

The preparation of the bud is the same as in Fig. 1, but the stock is cut off bodily at the desired height. A slit is then made at the top, the bark opened, the bud inserted and part of the flaps of bark pared away. Then the wrapper is put on so as to cover not only the cut made for the insertion of the bud, but the top of the stump also. The wrapper should not only cover the stump, but should be long enough at the top to pass over and go down far enough on the opposite

side to be caught by the string used for tying on the bud. The waxed cloth covering the top of the stump should be pressed down firmly before tying, and if the top of the stump is three-fourths of an inch across or more there should be two thicknesses of cloth put over it and firmly pressed down. On these large stumps two buds may be placed on opposite sides so as to increase chances of a "take." If both buds live, one of the shoots may be removed later. In working over-grown nursery seedlings and stout wildings this has been found an excellent plan. With good workmanship and favorable weather conditions, excellent savings may be had, and the bud shoots make a beautiful upright growth, with the slightest crook at the point of union. And, oddly enough, they grow straight without stakes to support them, even in this windy country. Buds put on in March and April on nursery stocks easily make a salable tree with four to six feet of bud growth the same season.

In summer work, the modified shield bud may be peeled from the scion, but I think it well to cut them to beveled edges on the sides before removing from the scion. The bark of the stock fits down over them more snugly when so treated and they seem to live better. But the lower ends should always be so trimmed as to remove the fleshy rim of bark at the lower end in order that the inner bark of the bud and the inner bark of the stock may be brought into contact. And the flaps of bark folding down over the bud should always be pared down, so that the waxed wrappers may fit it close and exclude those pestiferous little insects that get in under other forms of wrapper and destroy so many buds. Another thing requiring eternal vigilance is to be sure that sap is flowing more freely in your stocks than in your bud-wood.

In closing let me say that several kinds of walnuts have been worked with the modified form of the shield bud, both in spring and summer and savings have been as gratifying as in pecan work. And those of my friends who have had trouble with persimmons of any kind have only to bud in spring, using the ordinary form of the shield bud and my waxed wrappers. The same process will get quick action from apple, pear, peach or plum when put on good-sized stocks.

---

Mr. E. F. Stephens, Nampa, Idaho, in renewing his subscription writes: "I have enjoyed reading your excellent journal for many years. At the age of 70 I have poor eyesight and am unable to read much. I am about out of the nursery work. I sold my Crete, Nebraska, Nurseries recently to J. A. Lathrop."

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In sending in subscription to The National Nurseryman The Greening Nursery Company, Monroe, Michigan, write as follows: "We are always glad to get this paper."

## BANKRUPTS.

### J. PORTER CLARK, SPENCERPORT, N. Y.

In the District Court of the United States, for the western district of New York. In the matter of J. Porter Clark, a bankrupt.

To the the creditors of J. Porter Clark, of Spencerport, in the county of Monroe, and district aforesaid a bankrupt:

Notice is hereby given that on the 6th day of March, 1914, the said J. Porter Clark, was duly adjudicated bankrupt, and that the first meeting of the creditors will be held at the Bankruptcy Court room, No. 33 Federal Building, on the city of Rochester, N. Y., on the 20th day of March, 1914, at 11 o'clock in the forenoon at which time the said creditors may attend, prove their claims, appoint a trustee, examine the bankrupt, and transact such other business as may properly come before said meeting.

Dated, Rochester, N. Y., March 7th, 1914.

Nelson P. Sanford,  
Referee in Bankruptcy.

Carnhan, Adams, Jameson & Pierce, attorneys for the bankrupt, Rochester, N. Y.

### SUNNYFIELD NURSERY COMPANY.

United States District Court, Southern District of New York, in Bankruptcy. In the matter of Sunnyfield Nursery Company, bankrupt.

Edward K. Haas, the Trustee, having filed his final account asking that a final dividend be declared, and also asking that a suitable allowance be made to the attorney for the Bankrupt and also for the Trustee, and for their proper expenses, and also why the trustee should not be paid his commissions and expenses, and also that he and his bondsmen be discharged, it is

ORDERED, that all creditors of said Sunnyfield Nursery Company, Bankrupt, show cause before me at my office, 54 Market street, Poughkeepsie, N. Y., on Monday, March 23rd, 1914, at 11 o'clock a. m. why the account of said Ernest K. Haas be not passed as filed, and a final dividend be declared, and also why a suitable allowance be not made to the attorney for the bankrupt and his expenses and also the attorney for the Trustee and his expenses, and why the trustee be not paid his commissions and expenses, and why the trustee and his bondsmen be not discharged, and why such other business as may come before said meeting be not transacted.

Dated Poughkeepsie, New York, March 10th, 1914.

Harry Arnold,  
Referee in Bankruptcy.

## MEETING OF THE NEW ENGLAND NURSERYMEN'S ASSOCIATION.

The second annual meeting of the New England Nurserymen's Association was held at Hotel Bond, Hartford, Conn., February 24th and 25th.

The following officers were elected to serve for the ensuing year. President—John R. Barnes, Yalesville; Vice-President—C. H. Greaton, Providence, R. I.; Secretary—Charles Adams, Springfield, Mass.; Treasurer—V. A. Vanicek, of Newport, R. I.; Executive Committee—Harlan P. Kelsey, Salem, Mass., A. P. Horne, Manchester, N. H., E. W. Breed, Clinton, Mass.

The date of the annual meeting was changed to the last Tuesday in January of each year instead of the present date.

Past President Kelsey appointed W. H. Wyman of North Abington, Mass., John R. Barnes of Yalesville, and V. A. Vanicek, of Newport, R. I., as the legislative committee.

President Barnes announced the following committee: Publicity, A. E. Robinson, Lexington, Mass.; C. R. Burr, East Manchester; Theodore Borst, Boston, Mass.; membership committee: Winthrop Thulow, West Newbury; Paul Hubbard, Bristol; Daniel A. Clark, Fiskeville, R. I. Upon the invitation of C. H. Greaton, the association voted to hold the next annual meeting in Providence, R. I.

A very interesting program had been arranged covering the following subjects:

"The Bug Question" State Inspector John Britton opened the discussion and was ably supported by the Chief inspectors of the New England States and the Department of Agriculture, Washington.

"Forestry and its relation to the Nurserymen," was the theme of the address by Professor J. W. Toomey, Director of Yale Forestry School and W. O. Filley, Connecticut State Forester.

"Local Retail Nursery and Sales Grounds" E. F. Coe, New Haven, Conn.

"The Nurserymen and Public Parks" George A. Parker, Superintendent of Parks, Hartford, Conn.

"Evergreens for New England" Henry Kelly, New Haven, Conn.

"Proper Methods of Growing Herbaceous Stock in the Nursery" was the subject of a discussion led by A. E. Robinson.

"Imported Nursery Stock" W. H. Wyman, North Abington, Mass.

T. E. Burroughs, of Deep River, president of the Connecticut Nurserymen's Association, was the last speaker, and gave a resume of the "Early History of the Nursery Business." He spoke in part as follows:

the nursery business in America. Trees were at first grown in small quantities as a mere adjunct to general farm operations. Governor John Endicott of the Massachusetts Colony, was one of the best fruit growers in his time, and he grew many trees. In 1644, he wrote to John Winthrop as follows: 'My children burnt me at least 500 trees this spring by setting the ground on fire neere them.' In 1648 he traded 500 apple trees three years old, for 250 acres of land.

"But the first independent, or commercial nursery in the New World, in the sense in which we now understand the term, seems to have been that established by William Prince at Flushing, Long Island, and which was continued under four generations of the same family. The founder was Robert Prince, father of William.

"About this time we find trees selling, at wholesale, for 33 1-3 cents each. With relatively cheaper money and with much better trees, we now buy for one-third this price. It is quite certain that this nursery was founded about the year 1730, and for over a century it remained the most prominent one in America. For nearly four generations the nurseries of Flushing sent forth more beautiful stock than went from any other single spot in our land."

The Prince nurseries had attained such public importance that when the British took possession of Flushing, August 29, 1776, after their victory at the battle of Long Island, the commanding officer, General Howe, placed a guard over the nursery to protect it from depredations, and this was continued until all danger was past.

Not only was everything of merit imported, but the origination of new varieties by careful selection of seedlings was enthusiastically carried on. Two plums, still well known, date from this period, Prince's Yellow Gage being originated in 1783 and the Imperial Gage in 1794. William Prince, third proprietor of the Prince Nurseries at Flushing, was born November 10, 1766, and died April 9, 1842. During his lifetime, the Prince Nursery was one of the centers of horticultural and botanic interest in America, and reached the height of its fame. One of the trees introduced to great popularity in the younger days of William Prince, the second, was the Lombardy poplar, of which he advertised in 1798 no less than 10,000 trees, 10 to 17 feet in height. For several years the Lombardy poplar was the fashionable shade tree. In 1806, the tide turned, owing to a belief that they harbored a poisonous worm, and thousands were cut down and burned.

When the great Northwest was explored by Lewis and Clark, many of the botanical treasures found a

### FIRST COMMERCIAL NURSERY IN AMERICA.

"It is impossible to fix a date for the beginning of

home at the Flushing nurseries. Among them the Mahonia became very popular, the earlier specimens being sold at \$20 each. The catalogue of 1845, which enumerates only the best varieties, contains 350 kinds of apples, 300 of pears, 120 of cherries, 200 of plums and 160 of peaches. In 1828, Mr. Prince wrote



PRESIDENT JOHN R. BARNES.

and published the "Treatise on Horticulture," which was the first work of the kind produced in America.

I might add that it was during this period that one of the first fruit tree nurseries, if not the first, was started in this state by Stephen Hoyt, grandfather of the present Stephen Hoyt, ex-vice-president of the Connecticut Nurserymen's Association. If I am not mistaken, Mr. Hoyt had associated with him at this time a man by the name of Schofield; they started in a very small way but have steadily grown, until to-day the Hoyt nurseries are known all over the country as growers of choice nursery stock, especially for their fine shade and ornamental trees, shrubs and evergreens.

To return to my subject, William Robert Prince, fourth proprietor of the Flushing nursery, was born November 6, 1795, and died March 28, 1869. When a boy he was sent to Canada for a year, in order to become proficient in French, as there were then no schools of languages in New York, and European correspondence was an important feature in the horticultural business. In his early manhood, he botanized through the entire line of Atlantic states in company with Professor Torrey of Columbia College, and Professor Nuttall of Harvard. In California, during 1849 and 1850, while others were searching only for gold, he was making collections of the trees and wild flowers of that country.

In this connection, I might say, that Rev. Jared Eliot, of Killingworth, Conn., introduced the mul-

berry tree into Connecticut, and wrote an essay upon the silkworm. He also wrote the first book on the subject of agriculture and horticulture (the earliest writings did not separate these subjects) ever written in this country. He was pastor of Killingworth church, and leading consulting physician in New England, for more than fifty years. He was grandson of John Eliot, the "apostle of the Indians." The book he wrote called "Essays Upon Field Husbandry" is now extremely rare.

He was born November 7, 1685, and died April 22, 1763. His whole life was spent in the town of Killingworth, assuming charge of the parish there when he was but 19 years of age, and remained in charge until his death.

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DeKalb Nurseries,  
Norristown, Pa., March 18, 1914  
Editor National Nurseryman,  
Flourtown, Pa.

Your editorial in the last number of The National Nurseryman is surely an exhibition of the right spirit, it's the one logical fact that is every day becoming more evident. If a common fund were created to advertise and even give lectures to the public on how to beautify the home grounds the demands for trees and shrubbery now grown in all of this great country would not be half enough to supply the demand.

My hat off to the firms who are spending fortunes advertising trees in general for they are making sales for me and every other person engaged in this work whether big or little. We all benefit by it. It is a basic principle that doing something from an unselfish point of view brings good to all like the sun that shines on the unjust as well as on the just.

"Der Zeitgeist" "The spirit of the time" as our Mr. Charles Henry Fox so ably put it before the Philadelphia Florist Club not long ago, is the motto we must sooner or later adopt. To get together big and little and teach the public the need of decorating the outside of the home with as much care and thought as is given the interior of the house, home, office or factory.

The mute evidence of the goods and the character of the service will decide for the public where to spend their money as it ultimately does. There is no short cut to a good name to trade on, it must be earned and paid for.

You have a good theme tell it over and over again till it goes home to the hearts and brains of every last nurseryman. I am

Yours sincerely,  
Adolph Muller.

## PROCEEDINGS OF THE MID-WINTER MEETING OF THE TEXAS STATE HORTICULTURAL SOCIETY.

The Eighth Mid-Winter Meeting of the Texas State Horticultural Society was held in Dallas, Texas, February 19 and 20, in the rooms of the Dallas Chamber of Commerce. This meeting was a very successful one, although the attendance was small, but those present showed that they were greatly interested in the horticultural work in Texas. Thanks are due the Dallas Chamber of Commerce for the many courtesies shown the members while they were in Dallas. The auditorium was turned over to the Society for the meeting place.

The members spent the afternoon of February 19th at the Corn Show, they being furnished passes by the Dallas Chamber of Commerce. All of these courtesies were greatly appreciated, and in order to show their appreciation, the Society sent the Secretary of the Chamber of Commerce a vote of thanks.

After the invocation by Mr. John S. Kerr, and the address of welcome by J. R. Babcock, Secretary of the Chamber of Commerce, the Society took up the discussion of the subjects on the program. The first was a discussion of "Plant Disease," by Dr. F. H. Blodgett, Plant Pathologist of the Experiment Station. This was a very interesting and instructive talk, dealing with disease of both nursery and orchard trees.

Mr. J. B. Baker of Fort Worth, Texas, discussed "The Growing of Roses For the Home." He brought out very clearly the position that roses should occupy in the beautifying of the home grounds. He showed that it was possible to grow roses most any place, provided the soil has been properly prepared.

A very interesting paper was one on "Farm Terracing," by Mr. R. B. Pearce, with special reference to the growing of horticultural crops. In this paper the writer showed some very interesting facts. It was evident that by terracing, it is possible to grow horticultural crops on land that otherwise would wash so badly that it would lose large quantities of plant food as well as being cut by the water.

In the absence of Mr. L. N. Dalmont, his paper on "Horticultural Conditions on The Plains," was read by his daughter, Miss Mary Dalmont. This paper showed that the plains country has not been lagging in the developing of the horticultural side of agriculture. He showed that the horticultural conditions are much better than they were sometime ago.

"The Grape Industry" was very ably discussed by Mr. Will B. Munson, of Denison. He stated that viticulture seemed to have taken a new hold in Texas during the past few years. He spoke of varieties for various sections of the state, and also dealt with grape insects. In speaking of insects, he recommend-

ed Farmers' Bulletin No. 19, from the Department of Agriculture at Washington, on the Grape Leaf Hopper. Another speaker on viticulture was Prof. Flossfeder, of Davis, California, on grape growing in that state.

Mr. McGinnis discussed "The Care of Shade Trees," and spoke of planting young trees that were well formed instead of planting just any kind of a tree, whether large or small, that may be in most any shape, depending on the way it had been cut. He also warned the owners of trees against the fake tree doctors, that had been doing some work. He spoke of the work that should be done, but said that it should be performed by someone who understood the business.

Prof. Newell told of "The Life History of the Codlin Moth," and how it can be controlled. It was brought out in this paper that this insect is very important to the apple growers of Texas. It was stated that the codlin moth probably damages the apple crop of Texas at least one hundred thousand dollars annually. Prof. Newell spoke of the little work that has been done on the codlin moth in this state, which is due to the small funds that the Department of Entomology has.

Mr. D. A. Frank, of Dallas, delivered a very interesting paper on the "Value of the Home Garden to the Farm Home." This subject was handled from the standpoint of cutting down the expenses of living on the farm.

After the discussion of these subjects, and the transaction of business, the Society adjourned.

"I think we are going to get all the business we can handle this spring. Everybody seems in a happy frame of mind everywhere. What blies the income tax created among the elect the tango seems to dispell. If any nurseryman wants to know how to avoid the income tax let him buy some of my surplus and buy lots of it."

The National Nurseryman is all right. It seems good things can come out of Flourtown, too. Keep the good work up.

Adolph Muller,

Norristown, Penna.

Arthur L. Norton sold a half interest in his nursery and fruit-growing business to Mr. U. E. Thurmond last May. They now grow a general line of nursery stock and handle forestry seed, trading under the name of Norton and Thurmond. They report a large demand for Pin Oak acorns.



## Answers to Correspondents

The National Nurseryman,  
Rochester, New York,  
Gentlemen:

Will you kindly publish in your "Answers to Correspondents" column where the different Experimental Stations (Department of Horticulture) for the following states are located:

Ohio, New York, Maryland, Wisconsin, Minnesota, Indiana, Illinois, Pennsylvania and Massachusetts.  
And greatly oblige.

Very truly yours,

H. Bennett.

We wrote the various states having no record on file and received the following information. The other states have not yet been heard from.

New York—The two Experiment Stations of the State are located at Geneva and Ithaca. Full information from the stations can be obtained by addressing Dr. W. H. Jordan, Director, N. Y. Agricultural Experiment Station, Geneva, and the State College of Agriculture, Ithaca.

Ohio—Experiment Station, Wooster, Ohio. Division Nursery and Orchard Inspection, Columbus, Ohio. Extension Department, Ohio State University, Columbus, Ohio.

Pennsylvania—There is only one Experimental Station in Pennsylvania and it is located at State College, Pa.

Illinois—If you are interested in the work of the Department of Horticulture I refer you to Professor J. C. Blair, Head of that Department. His office is located here in the College of Agriculture, University of Illinois, Urbana, Illinois.

Wisconsin—The Department of Horticulture is associated with the Experiment Station and located at Madison. We carry on more or less work out in the state at various points more of a demonstrational than research nature. The research work we are doing is located at Sturgeon Bay on leased land. We have an orchard located at Bayfield and one at Madeline Island. We are also going to plant one at Ashland Junction this spring.

Our potato work is likewise carried on in different sections at different times, although at the present time we are doing work at the following locations more or less permanently,—Spooner, Ashland Junction, Conrath, and in Marinette county this year the work will probably be located at Crivitz.

The State Horticultural Society has trial orchards in various parts of the state, but we are not concerned with these directly.

Indiana—We have only one Experimental Station

in Indiana, and that is located at Lafayette. Prof. Arthur Goss is the director in charge.

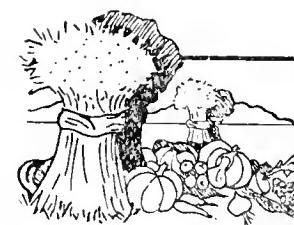
Minnesota—The Division of Horticulture has no regular experiment stations through the state. There are a number of small trial stations under the general supervision of the State Horticultural Society. These, however, are not of very much importance. Horticultural testing work is done at the regular sub-experiment stations of the Department of Agriculture. They are located as follows:

Morris, Minn., E. C. Higbie, Superintendent. Crookston, Minn., C. G. Selvig, Superintendent. Grand Rapids, Minn., A. J. McGuire, Superintendent. Duluth, Minn., M. J. Thompson, Superintendent.

There is also a Fruit Breeding Farm under the direct management of this Division, located at Excelsior, Minn., Charles Haralson, Superintendent, and a Tree Station, located at Owatonna, Minn., in charge of T. E. Cashman.

The Fruit Breeding Farm at Excelsior is really the most important experimental sub-station that we have. This is a farm of about eighty acres devoted entirely to the breeding and development of hardy tree and bush fruits.

Massachusetts—The Massachusetts Agricultural Experiment Stations are located at Amherst, Massachusetts.



## From the U.S.D.O.F.A.

### THE DISPOSAL OF NURSERY STOCK AFFECTED BY CROWN GALL.

Extract from News Letter No. 3, U. S. D. of A.  
Dear Sir:—

The Federal Horticultural Board was asked last year by one of the collaborating state inspectors for instructions governing the handling of imported nursery stock found infected with crown gall. The policy then defined, after consultation with specialists of the Bureau of Plant Industry, especially Dr. Erwin F. Smith and Mr. M. B. Waite, is now published for the information of the public, in response to repeated inquiries along the same line.

Crown gall is a communicable plant disease caused by the bacterial parasite *Bacterium tumefaciens*. This disease occurs naturally upon many kinds of fruit, ornamental, and other plants.

Hairy root is apparently a related trouble due to the same organism.

Crown gall is injurious to the trees or plants attacked. Some of them may thrive fairly well and make a partial success; others will struggle along and live for years as half failures; while still others will decline rapidly and soon die; and all diseased

plants will serve as infection centers for other plants.

In view of these facts it is recommended, and in case of imported nursery stock inspected under the authority of the Federal Horticultural Board, it is ordered that all plants clearly infected with crown gall shall be destroyed. Questionable or doubtful cases in a shipment containing a large proportion of trees or plants affected with crown gall should also be destroyed, but in general the destruction of uninfected stock is not advised.

## Obituary.

### JAMES B. WILD.

James B. Wild, 67 years old, died March 4 at his home at Sarcoxie, Mo. Mr. Wild located at Sarcoxie in 1870. With two brothers, Henry and Frank Wild, he started a nursery. The place in recent years has been managed by James B. Wild and his son, Gilbert. They have what is considered one of the largest peony fields in the world and ship great quantities of cut blooms to city markets every spring.

He is survived by a wife, two sons and a daughter. The funeral services were held March 6 from the Wild residence.

### WINFIELD SCOT LEONARD.

Winfield Scot Leonard died at Hilton, New York, January 15th, 1914. He was born at that place on November 19th, 1862.

Mr. Leonard was in the nursery business for about twelve years, having first started on a small scale with a nursery of about an eighth of an acre. He continued to enlarge his business until at the time of his death he had over thirty thousand trees unsold both in fruit and ornamentals of all kinds.

### WILLIAM WHITMAN BAILY.

William W. Baily, Professor emeritus of botany at Brown University, died February 20th, at Providence, R. I. He was born in West Point, N. Y., in 1843. He was the author of several books, among

which were the following: "Among Rhode Island Wild Flowers," "New England Wild Flowers," "Botanical Collector's Handbook" and "Botanizing."

### WILLIAM M. CARR.

William M. Carr, the oldest horticulturist in western Massachusetts, died March 3, at his home, 351 Chestnut Street, Springfield, Mass. He was 83 years old, having been born at Westerly, Rhode Island, March 1, 1831.

Mr. Carr was a thorough lover of plants and trees, spending practically all his life among them.

### EDWARD MEEHAN.

Death has claimed Mr. Edward Meehan. Mr. Meehan died at his home after a short illness at the age of 79. Active until the last, attending to his duties at the Thomas Meehan & Sons Nurseries, Germantown, Philadelphia, Pa., where he has been manager for nearly sixty years, in fact ever since these well known nurseries were established.

Mr. Meehan was brother of the late Thomas Meehan, founder of the firm, and Joseph Meehan, whose writings in the horticultural press are familiar to many.

In the death of Mr. Meehan the firm has suffered a great loss, as it largely owes its success to him. In fact it might safely be said his death is a great loss to horticulture.

Although he was little known to the outside world he was one of those faithful massing workers that loved his work so much that it left no time to talk about it. Those who were acquainted with him regret that his vast knowledge of trees and plants had to die with him. He was undoubtedly the best propagator of ornamentals and most practical nurseryman in the United States. He was modest, massing and unselfish to a degree, always willing to share his knowledge with others and help the younger men to learn the business. He was well loved by all who came in contact with him by whom he was familiarly known as "Uncle Ned."

### "THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR DECEMBER, 1913, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	JANUARY—				TWELVE MONTHS ENDING JANUARY—					
	1913		1914		1912		1913		1914	
	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values
<b>Plants, trees, shrubs and vines:</b>										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage	2,696	Dollars 29,821	3,099	Dollars 32,863	207,994	Dollars 1,663,080	282,976	Dollars 1,776,898	213,242	Dollars 2,017,118
M 26 dut...		1,217		358		16,795		1,612		9,299
All other.....{ free <sup>7</sup> ... dut....	126,043		101,593		631,043		713,734			777,768
Total.....	157,081		134,814		2,310,918		2,492,244			2,804,185

# The National Nurseryman

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Editor ..... ERNEST HEMMING, Flourtown, Pa.

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**Official Journal of American Association of Nurserymen**

**AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900**

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Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed. Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

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Rochester, N. Y., April, 1914.

## AMERICAN ASSOCIATION OF NURSERYMEN

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**Legislation East of Mississippi River**—Wm. Pitkin, Rochester, N. Y.

**Legislation West of Mississippi River**—Peter Youngers, Geneva, Neb.

**Co-Operation with Entomologists**—L. A. Berckmans, Augusta, Ga.

**Program**—John Watson, Newark, N. Y.

**Exhibits**—T. B. West, Perry, Ohio.

**Arrangements**—W. B. Cole, Painesville, Ohio.

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**Root Knot**—E. A. Smith, Lake City, Minn.

**Membership**—State Vice-Presidents.

## STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Henry B. Chase, Chase, Ala.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurserymen's Association**—President, T. E. Burroughs, Deep River, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Rose-a-cres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New England Nurserymen's Association**—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaar, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President, Richard Layritz, Victoria, B. C.; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Meets annually in June.

**Pennsylvania Nurserymen's Association**—President, Wilmer W. Hoopes, West Chester, Pa. Sec., Henry T. Moon, Morrisville, Pa.

**Southern Nurserymen's Association**—President, J. R. Mayhew, Waxahachie, Texas; secretary-treasurer, A. J. Smith, Knoxville, Tenn. Next meeting, August 26 and 27th at Signal Mountain Inn, Chattanooga, Tenn.

**Tennessee Nurserymen's Association**—President, Chas. Pennington, Rutherford, Tenn. Secretary, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.

**Western Association of Nurserymen**—President, W. S. Griesa, Lawrence, Kansas; secretary-treasurer, L. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December. Next meeting December 9 and 10th, 1914, at Kansas City, Mo.

## STATEMENT OF OWNERSHIP

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(Signed) THOMAS B. MEEHAN, Business Manager.

Sworn to and subscribed before me this 7th day of March, 1914.

Victor Paul, Notary Public.

My commission expires January 21, 1915.

## GET TOGETHER NURSERYMEN

"A house divided against itself cannot stand." All the science, all the knowledge, and all the progress of modern times, detracts nothing and adds little to the wisdom of the Bible. Cheap as this wisdom can be obtained, we all seem to prefer to buy it at the highest cost possible, that of bitter experience. There is not a nurseryman in the United States that does not know that as long as the selfish policy of "every nurseryman for himself and ruin take the hindmost" dominates, nothing but confusion and retrogression is possible.

It is true individuals, owing to fortunate circumstances may prosper, but it is usually at the expense of his less fortunate brethren, and what nurseryman would not prefer to prosper in company with other nurserymen than at their expense.

The inclination to undersell is not usually a matter of preference, but more often an effort of self-preservation. He realizes the conditions that cause him to wish to do it are at the least unfortunate, and he would much prefer to do a profitable business and see his brother doing one too. He realizes price-cutting is not good for the business, but as an individual he is helpless.

The bingaboo of over production looms large in his mind. In fact it is a stern reality as far as the individual is concerned, but how ridiculous when the production is compared with the possible demand. It makes one think of the cotton spinners that rioted when the cotton looms were first invented and installed. They were afraid of being put out of work by overproduction.

They did not realize how much cotton goods humanity needed. Nor does the nurseryman realize how much his stock is needed when people are taught its beauty and usefulness.

The answer is "get together." Consider your brother nurseryman an employee in the same concern as yourself, not a competitor.

The American Association is the opportunity where you can meet on common ground for a common cause, namely the advancement of the nursery business which is yourself.

#### WHAT TO GROW

What is the most profitable thing to grow? The answer is plainly that which the individual nurseryman can grow best and for which there is a market. Find out just what you can produce better than anyone else and then make a specialty of it. It takes many years, much capital and brains to develop a large business, carrying a fairly full line, but any young nursery with energy and ability stands a very good chance of getting a world-wide reputation in a comparatively short time by growing one thing and growing it well.

It matters little what the plant is providing it is used in sufficient quantity or has merit to create a demand when sufficiently known. Specialization is the finger post to success in these days of strenuous competition.

#### ENTHUSIASM

A great truth for nurserymen to realize, is that zeal and enthusiasm are more likely to bring success than ability and knowledge, or perhaps it would be better to say owe more to them.

The men who get to the top are the whole souled ones that love their business.

What customer can long resist the plant salesman that really loves and knows his plants? His enthusiasm and interest is contagious and what in the wide world is more deserving of interest and enthusiasm than trees, flowers and plants.

If nurserymen, from the boss down, would grow plants more for the love of them rather than for the dollar, there would be more dollars result. Emerson says, "Nothing great was ever achieved without enthusiasm."

#### NOTEWORTHY CATALOGUES.

An extremely attractive retail catalogue, bearing the title "Creating your landscape" is being sent out by Holm & Olson, Inc., St. Paul, Minn.

It is of the usual high grade J. Horace McFarland Company's work. The copious illustrations are superb. An unusual feature is that it is a two color process all the way through, the type being in a red-dish-brown tone, with the illustrations in the usual black and white, the combination being very effective.

The New England Nurseries, Bedford, Massa-

chusetts, are issuing a very complete and well printed retail catalogue.

It shows a great deal of thought and care in its preparation and should prove a successful salesman. Some of the out of the ordinary features are:—

List of trees and plants furnishing food for birds.

List of plants appropriate for rock gardens.

Suggestive planting schemes and planting plans for small grounds.

List of the best trees and shrubs for seashore planting.

List of plants useful for ground covering.

The Fancher Creek Nursery, Fresno, California, are issuing a house organ under the name of "Roeding's Practical Horticulture." It is published with the idea of bringing benefit to growers who purchase their stock and of course themselves and deals mainly with fruits and nuts.

The second number is devoted entirely to the culture of the fig.

It contains much valuable information on the subject. It is hoped the publication will bring them much business as such papers must be of great benefit to their customers.

Seneca, N. Y., February 23, 1914.

National Nurseryman,  
Rochester, N. Y.

Gentlemen:—

When the first Pareel Post regulations came out we were well satisfied that they excepted Nurserymen from the rulings, as our special rate of 1/2 cent per ounce was about as good as the new ones and less trouble, but it now seems to us as if the new regulations would be considerably better than our old special rate. Has anything been done about it, and can there be? The schedule shows about as it is now

Our Rate      10 lb. package      New Pareel Post rate.

.80	1st Zone	.14
.80	2nd Zone	.14
.80	3rd Zone	.24
.80	4th Zone	.43
.80	5th Zone	.62

We use the Pareel Post a good deal, and we would be mighty glad to get in on these rates.

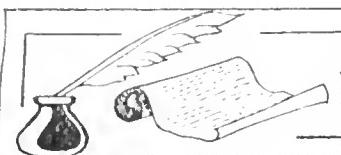
Very truly,  
W. P. Rupert & Son, F. E. Rupert.

#### NORFOLK NURSERY CO., F. D. GREEN, Manager.

The many friends of "Fred" Green will be pleased to know that he has again entered the nursery business as manager for the Norfolk Nursery Co., at 326 W. York street, Norfolk, Va.

The company will grow some retail stock and run a selling agency.

Everyone will unite in wishing "Fred" every success in his new enterprise.



### Review, Note and Comment.

Robert E. Berry, Chatham, N. J., has discontinued his rose growing establishment and will take charge of the Shrewsbury Nurseries, at Eatontown, N. J.

The annual meeting of the American Association of Park Superintendents, will be held August, 1914, at Newburgh, N. Y. President: J. J. Levison, Brooklyn, N. Y.

The next annual meeting and exhibition of the American Peony Society will be held at Chicago, June, 1914. President: B. H. Farr, Reading, Penna., Secretary, A. P. Saunders, Clinton, N. Y.

Miss Florence M. Wyman, North Abington, Mass., and Arthur W. Calkins, were married on February the 10th. Miss Wyman is the daughter of W. H. Wyman, proprietor of the Bay State Nurseries.

Suit has been entered against the Kentucky Nursery Co., Louisville, Kentucky, by G. W. Van Gelderen, of Boskoop, Holland, for \$477.40. This amount is alleged to be due on two notes executed May 8, 1913.

Report of a rushing business in ornamental shrubbery has been made by the Howell Nursery Company, Knoxville, Tenn. One of their recent orders was received from British Columbia for a large consignment.

Mr. S. J. Harmeling, of Vashon, Washington, was elected president and Mr. C. A. Tonneson, of Tacoma, Washington, second vice president at the annual meeting of the Western Washington Horticultural Association.

The Twenty-eighth annual convention of the Association of American Cemetery Superintendents will be held at St. Louis, Missouri. President-elect: M. P. Brazil, St. Louis, Secretary-treasurer, Bellett Lawson, Jr., River Grove, Ill.

The next annual meeting of the Mississippi Nurserymen's Association will be held at the Mississippi Agricultural and Mechanical College, Agricultural College, Mississippi, during the first week of September, 1914. The meetings will probably last for two days.

When imported nursery stock is unclaimed at the customs the collectors have been instructed to notify representatives of the Department of Agriculture. It will be sold at public auction, like other unclaimed

merchandise, if it has been imported in accordance with the plant quarantine act. If not in accordance with this act it will be destroyed.

A number of brown tail moth nests have been discovered in shipments of seedling stock from France, notably from the Angers district. A single box has contained as many as seven nests and indicates very careless inspection of this material from this quarter of France. The inspectors have been strongly urged to make thorough examination of all seedling stock from France.

The efforts of the Department of Agriculture, Albany, N. Y., to encourage the unemployed in the cities to look for work among the farmers of the country is a splendid proceeding. As Commissioner Calvin J. Huson states, many of them have drifted from the country into various manufacturing establishments and now find themselves out of work. Nurseries are invariably short of help during the shipping season and perhaps will be benefitted by the effort.

### BOOK REVIEW

*Every Day in My Garden* by Virginia E. Verplanck. Wm. R. Jenkins Co., New York, Publishers. Colored illustrations. Price \$2.50.

This book is a very practical guide for the cultivation of flowers, fruits and vegetables. It is sort of a diary,—instructions regarding what and how to plant, for each day in the year, are given. With the turning of each leaf a plan for the work of one week is disclosed, Sunday, excepted. Three days are given on each page and ample space is allowed for additional notes. This book, used systematically will become a useful and perpetual guide.

### INCREASED COST OF PRODUCTION.

Mr. H. P. Chase requested me to talk on the "Increased Cost of Production," and asked me not to turn him down. It is not an easy matter for me to compose an article on this subject as it would be for a number of you. I am not a speaker neither a composer. I do not know what new matter I could tell you that you already don't know. Still I did not care to refuse Mr. Chase altogether, because any article like this that comes before us for discussion, may be of great benefit to us.

We all know that labor is a great deal higher than it was in the past years. Few years ago we paid our common class of men \$1.50 for ten hours. Now it is \$1.75. Next spring it looks to me the cheapest labor we can hire will be \$1.75 for nine hours. When labor was plentiful it seems to me the men worked harder

than at the present time when help is scarce and the men are too independent.

As business increases we employ more clerks, better class of men and more foremen. Foremen, if they understand the business, are paid higher salaries from year to year as we do not want to let them go.

The above are principal reasons for "increased cost of production."

We have more taxes and they are much higher each year.

Former years we paid \$1.50 for a cord of manure, then \$2.00, \$2.50. Now we pay \$3.00.

It is the same case with wood ashes. I can remember paying \$8.00 or \$8.50 per ton and now it is \$11.00 at lowest wholesale prices.

Even charges on all kinds of freight is considerably higher than 10 years ago.

About ten years ago I paid for a good pair of

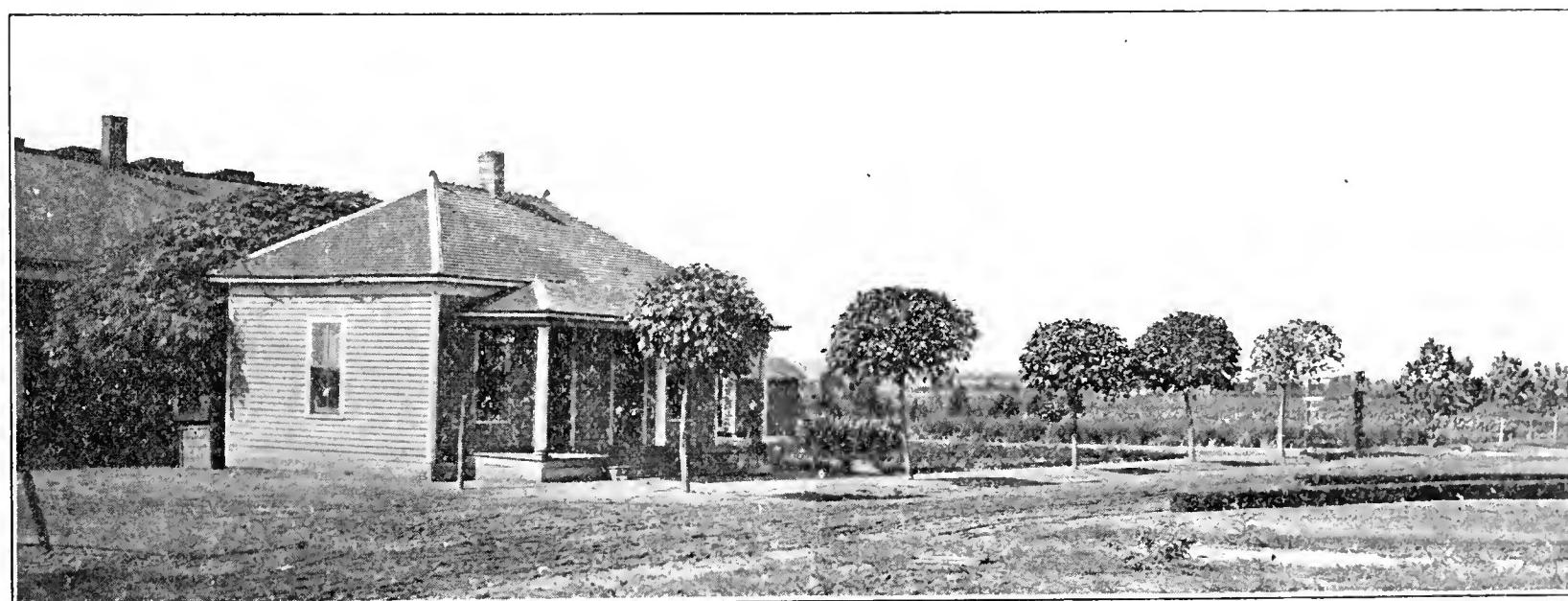
clothing, even hair cutting and shaving cost more in proportion. A few years ago we used to shine our own shoes. Now we give the money to some one else to do the work, and have to tip the shoe-shiner. Shoe-shining stores are now in every town while a few years ago there were none.

Coal, grain, wagon-repairing, harness repairing, are also higher now than they were.

All mechanics, and carpenters that build our greenhouses, packing sheds, stables, garages, would work for \$3.00. Now they demand \$5.00.

On account of electric cars, land has become more expensive, and harder to obtain. Land that could be bought, in previous years, in our vicinity for \$250.00 per acre costs now \$400.00.

Burlap, rope and especially lumber for packing boxes are much higher than they were. The same case with gasoline, last year 10 cents, this year 18 cents.



*Office and Packing House of the Durant Nursery Co., Durant, Okla.*

horses, the same kind as we have to-day, \$175.00 or \$200.00. Now the same kind of a pair of horses cost from \$500.00 to \$600.00.

A few years ago we were satisfied with horses for carting, driving, etc. To-day we are not satisfied. Time is more expensive than it was. We all want automobiles and trucks. (That is another reason for the Increased Cost of Production. These automobiles and trucks cost a great deal of money and the stock has to produce it. Trucks require skillful labor and every man can not be trusted to drive a truck. A man that takes this position demands higher salary. That is not all an automobile wants. They require garages. We build a garage, generally for one or two machines and in a short time the space is not large enough, so we build additions. (Another reason of the increased cost of production.)

We also must account for the high cost of living. We all know that living cost about 55 per cent. to 60 per cent. higher than a few years ago. Everything we buy, as vegetables, all kinds of provisions, also

In previous years there was no Ornamental Growers Association and we did not join so many other associations. There are the expenses for traveling and such good times which we did not have a few years ago. These are principal reasons of the increased cost of production.

My idea is that the cost of production is fully from 55 per cent. to 60 per cent. higher. Did the prices of stock increase accordingly?

There are a number of other reasons, gentlemen, that I have not mentioned, but will leave them to you for further discussion.

#### A FEW WORDS IN REGARD TO UNIFORM STATE LEGISLATION.

At the Portland Convention, a special committee, with myself as chairman, and Mr. Youngers, of Nebraska, and Mr. McDonald, of Oregon, was appointed to take up the matter of uniform state legislation,

and considerable money has been contributed to the special fund for the use of the committee.

Awaiting the subscriptions, the Committee took no action until about December 10th, when Mr. Youngers and myself met at Kansas City, during the sessions of the Western Wholesale Association, and there had the opportunity of conferring with some of the Western people, particularly Mr. Stark, Mr. Stanard, Prof. Hunter, of Kansas, and also with Mr. Meehan and Mr. Dayton, of the East. Your Committee learned that the National Association of Horticultural Inspectors, being the inspectors in charge in the various states, had at their last annual meeting in January, 1913, appointed a committee on this same subject, of which Prof. J. G. Sanders, of Wisconsin, was chairman, and that Prof. Sanders was then at work on the bill. Prof. Hunter informed us that the Inspectors' Association would meet at Atlanta, Ga., on December 31st, and your Committee was invited to be present at the meeting, and discuss the bill to be presented by Prof. Sanders.

The Atlanta meeting was attended by your Chairman, and Messrs. Meehan, Dayton, Stark, Youngers and Berckmans. During a long session, Prof. Sanders' bill was thoroughly considered by his committee and ours, and we found that our ideas, in the main, were not very far apart. Prof. Sanders took the various suggestions under consideration, and expects to revise his bill and within a short time to submit a copy to your Committee, when it will then have our further careful consideration.

We found the sentiment of the Inspectors very strongly in favor of uniform state laws, and believe that they are thoroughly in earnest in the idea of harmonizing their own differences, if possible, and harmonizing any differences with the Nurserymen, and thus formulating a law which can be heartily supported by the Inspectors, the Nurserymen and the fruit-growing interests.

Your Committee feels that a great step forward has been taken in this matter and that very much more can be accomplished if the two organizations work together than we could hope to accomplish alone. It is going to be a long and slow job anyway; it cannot be accomplished quickly, but the work is going forward in the right direction and so far with reasonable and satisfactory speed.

It is expected that Prof. Sanders will send a copy of his revised bill within a short time, and you will be kept informed from time to time as to the work of your Committee.

William Pitkin, Chairman, Committee on Uniform State Legislation.

#### NURSERYMEN RESPONSIBLE.

The supreme court of Washington has handed down a decision whereby it declares that nurserymen,

who sell trees that are not true to name, are responsible for any damage suffered by the purchaser. The decision is a just one, for there can be no greater wrong than to substitute some worthless, or other variety upon a purchaser when he pays for a special kind.

We question whether there is any one so expert in fruit trees as to be able to distinguish one variety of any kind of fruit from another, when brought from the nursery, or until it bears. It is true that there are some kinds so well marked as to indicate the class or group to which they belong, but it is not until they bear that their variety can be definitely settled. The average planter is, therefore, wholly at the dealer's mercy. He relies upon his honor, and when betrayed, he suffers much more than the loss of the purchase price.

It costs a great deal in money, labor and time to bring an orchard into bearing. Four years on an average, at least. If the planter has been deceived in his purchase he has lost not alone what he paid for his trees, but all his labor, the use of his land and four years of his life.

It is for this reason that we have always urged our readers to place all their orders for stock with some well established, well known nurseryman, one who will be in business when the trees come into bearing and who can be held to account. Such are careful, and while even here mistakes may be made, owing to carelessness on the part of employees, an occasional wrong tree may be found with the lot, still the greatest care is taken, and they will not, like the irresponsible tree peddler, substitute something they happen to have—take all varieties out of one lot—with the full knowledge that, when the bearing time comes, they will be well out of reach.—*Times, San Jose, Cal.*

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#### SUBJECTS SUGGESTED FOR DISCUSSION AT THE COMING CONVENTION.

The National Nurseryman mailed a form letter to a number of the leading nurserymen, to draw out opinions as to what subjects should be brought up for discussion at the coming convention in June, with the idea that many minds on the same problem will undoubtedly help to solve them.

Many replies were received from which we give the following extracts, arranged in the order of their importance as indicated by the number of times they were suggested.

1. Uniformity in retail prices and grades.
2. To what extent should a nurseryman guarantee his stock to grow?
3. Prevention of surpluses and low prices.
4. Creation of wider markets.
5. Should nurserymen combine to advertise and demonstrate their goods?
6. How can we obtain more skilled help?

7. Bettering the supply of choicer things that are invariably short.

8. Plants that are not usually well grown.

#### ADDITIONAL REMARKS GERMANE TO THE SUBJECT.

"We would like to hear the matter discussed as to how the nurserymen can do a safe business if some of the proposed laws relating to genuineness of nursery stock should be enacted."

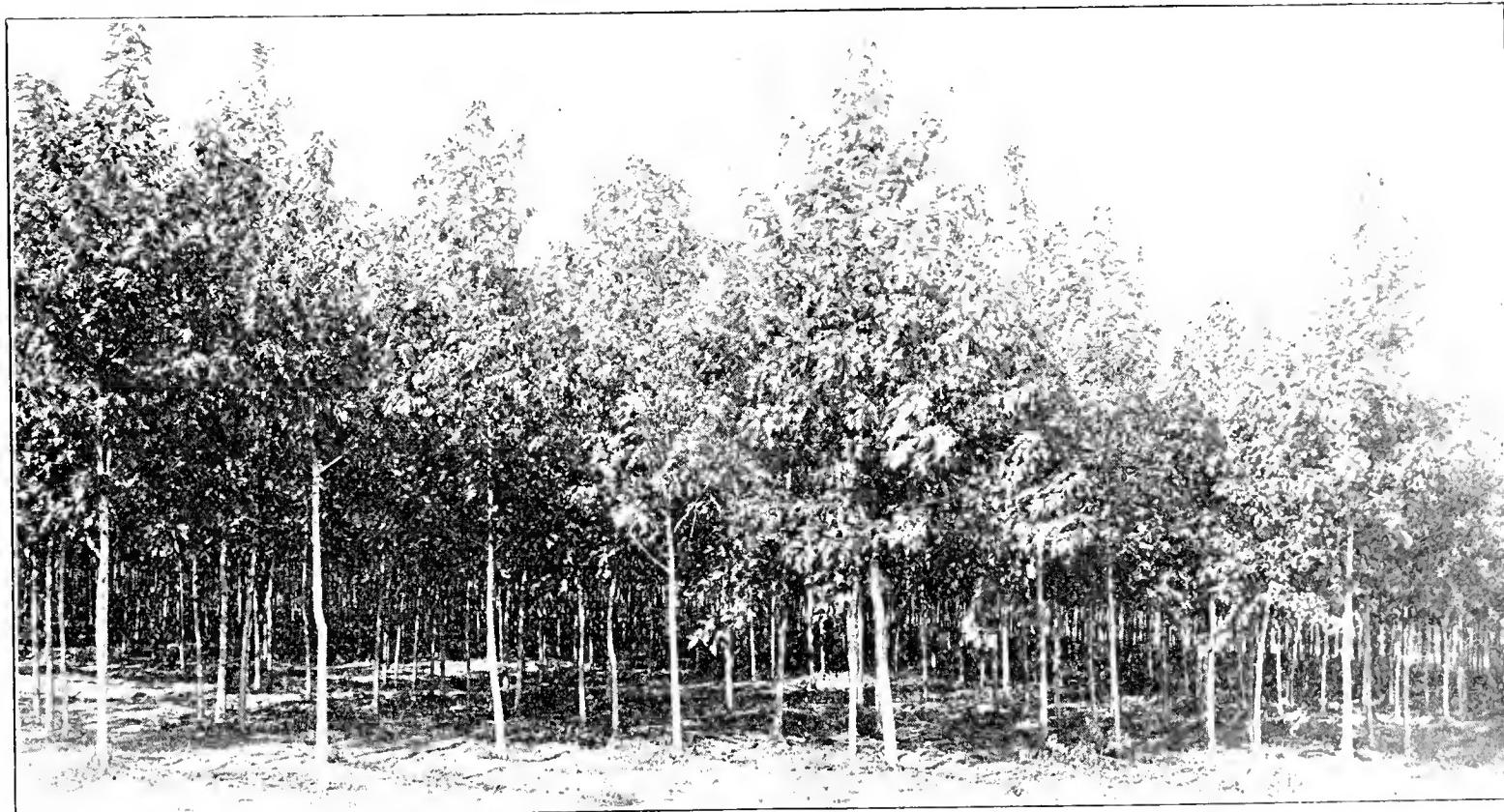
"We would like to hear them all discussed, but if there is any choice we would rather hear discussed "The Prevention of Surplus and Low Prices;" and the item we would rather hear discussed the least "How can we obtain more skilled help?"

"Ample time should be given for discussion. Often

been giving the trade in general. There are a great many more people who will buy and be good customers to the nursery trade if they knew where to buy, how to buy and what to buy and how to take care of it after they did get it."

"There is one subject that overtops all others in its importance to the nurserymen of this country, and that is in reference to overproduction and under prices. The cutting and slashing of prices this season and the resultant loss to nurserymen generally is enough to make a thoughtful tree grower take a second look. Hundreds of thousands of trees have been sold lately for less than cost of production, and the resultant demoralization of the business will be felt for years.

What is the answer? What should the nurserymen



*Block of 100,000 Silver Maple, Durant Nursery Co., Durant, Okla.*

times the discussion is of greater value than the paper itself, for it brings out different points relating to different sections of the country, and the experiences of different people."

"We hope the Association will be able to secure some good papers on these special subjects. Why not assign a subject to two or three parties and let them agree upon what special phase they will discuss? Then there will not be repetition of argument and the papers will be live and interesting."

"We are particularly interested in the proposition of educating the people or the buyers in the line of goods they all need. We believe we would all be surprised how little we are known in comparison with the great amount of publicity that a great many of the trade papers, garden and farm magazines have

do? What for plans for future? What should be done with surplus trees? What sort of an agreement might be made between the tree growers looking to the prevention of such conditions in future?

These are the questions that mean more to the nursery trade of coming years than any others that might be discussed. Get this problem worked out and the others will be easy."

(Additional Remarks on this Subject on page 154.)

#### HENRY T. MOON SHOT BY A BURGLAR.

Surprising two men in the Summer home of his uncle, James M. Moon, Henry T. Moon, treasurer and manager of the William H. Moon Co., Morrisville, N. J., was shot in the left shoulder by one of the intruders. With the firing of the shot the men ran from the house toward the Lehigh Canal where they were caught. The nursery company has its principal office

in Philadelphia where James M. Moon makes his winter home.

Although suffering from the bullet wound Mr. Moon called T. S. Worthington, superintendent of the nursery, and the two men gave chase.

The chase for the fleeing men was over high snow banks and fences, and attracted by the shots from the intruders' revolvers and the shouts for help from the pursuers, linemen working along the road joined in the pursuit. The pursued men turned frequently and held their pursuers at bay for a time. When the fugitives reached the canal bank they found they were cornered and here they made their last stand, but Mr. Moon grappled with one and the other pursuers captured the other. They gave their names as Fred White and John Buck with no address.

—*Philadelphia Press.*

#### THE CLEVELAND CONVENTION.

In less than three months from now the thirty-ninth annual gathering of the American Association of Nurserymen will be held at Cleveland, Ohio. There is little need to instruct those who have long enjoyed the benefits of membership in this organization regarding the value of a connection with so helpful an institution. Those who have never allied themselves with it hardly realize the extent to which they are indebted to the Association for the indirect benefit they derive from its labors, and it is a pity that such should hold aloof from membership and continue to absorb the results of the efforts of the organization.

The fact that the convention is to be held at Cleveland, June 24-26 is very favorably received, and as nearly "all roads lead to "the Sixth City" the attendance is expected to be phenomenally large. The accommodations at the Hotel Hollenden are of the best, and our friend, T. B. West, Perry, Ohio, the enthusiastic chairman of the committee on exhibits, assures us that the citizens of the "Sixth City" and the Ohio Nurserymen will use their best endeavor to make the visit one to be long remembered with pleasure and profit. Later notices will contain more specific information concerning program of the convention proper and also of entertainment features.

Intending exhibitors should get in touch with Mr. West regarding space for which there is to be no charge.

The secretary says he is ready to receive renewals of memberships, and that he will not refuse applications from those who wish to become members, the fee being five dollars annually, with privileges which will be explained. The Badge Book is expected to have earlier publication so that it and the badge button can be mailed before the meeting, but to do this members must send in their advertisements early.

Communications should be addressed to John Hall, secretary, 204 Granite Building, Rochester, N. Y.

#### LIABLE FOR DAMAGES.

According to a decision recently handed down by the Supreme court of the state of Washington in the Yakima county case of W. D. Ingalls vs. H. E. Angell, nurserymen can be sued by a purchaser if the trees purchased do not prove to be true to the name they are sold under. The case which brought about this decision was brought into the Supreme court on an appeal from the Superior court of Yakima county. The details of the case are as follows:

W. D. Ingalls, a nurseryman, bought 500 peach trees from H. E. Angell with the understanding, he states, that they were of the Carman variety. Mr. Ingalls sold the trees to Bert Fletcher, a large grower of the state. The latter found the trees were not Carmans. He therefore brought suit against Mr. Ingalls and got judgment. The expense of Mr. Ingalls in defending the suit, employing attorneys, etc., amounted to \$2,306.45. For this sum he brought suit against Mr. Angell. The Superior court of Yakima county threw out the case because it had not been brought within three years from the time the sale was made. Upon appeal, however, the Supreme reversed the decision of the Superior court, with instructions to overrule the demurrer.—*Florists' Review.*

#### QUERCUS FALCATA,

An exceedingly handsome and desirable Oak for ornamental planting is the Quercus falcata, commonly called Spanish Oak, for what reason does not appear. As it abounds in a wild condition from Pennsylvania to Florida, the only reason why it is not oftener seen in cultivation is because nurserymen stick to a few old timers, for the reason that these old kinds in cultivation have become well known, hence customers ask for them. If falcata was to be had of a planting size, it would be desired on every lawn as soon as its merits were known.

Botanies give the range of the falcata as from New Jersey to Florida, but a few trees of it are to be found in Southern Pennsylvania, which is not to be thought strange, as across the Delaware in New Jersey it is abundant.

A distinguishing character of the Quercus falcata is its foliage and its varying forms of it. Some of the leaves, even on the same tree, are far more divided than others; then the lobing varies as well, but most of all it stands apart from all others in the rusty down of the underside of its leaves. This downy appearance varies greatly in different trees. The few trees the writer knows of in a wild state in Pennsylvania are not nearly as downy as those across the Delaware in New Jersey. But wherever growing, and it has all the room it wants, it develops to a large tree of 80 feet or so in height, and with a well formed spreading outline. The manner in which the clusters of leaves hang down from the ends of the branches gives to the tree a plumelike aspect differing from

that of any other Oak.

Altogether *Quercus falcata* is of most ornamental character, and in the planting of grounds could be used to great advantage.—*Joseph Mehan in Florists' Exchange.*

#### "THE VOICE WITH THE SMILE."

The telephone exchange girl of A. W. Smith Co., the Pittsburgh retail florist, deserves honorable mention.

The usual way to handle a call that has come in on the line by mistake is to yell "Wrong number" and ring off.

This is what happened February 13, when the calls were coming so fast that all trunk lines were busy nearly every moment:

A voice: "Is this the ---- Coal Co?"

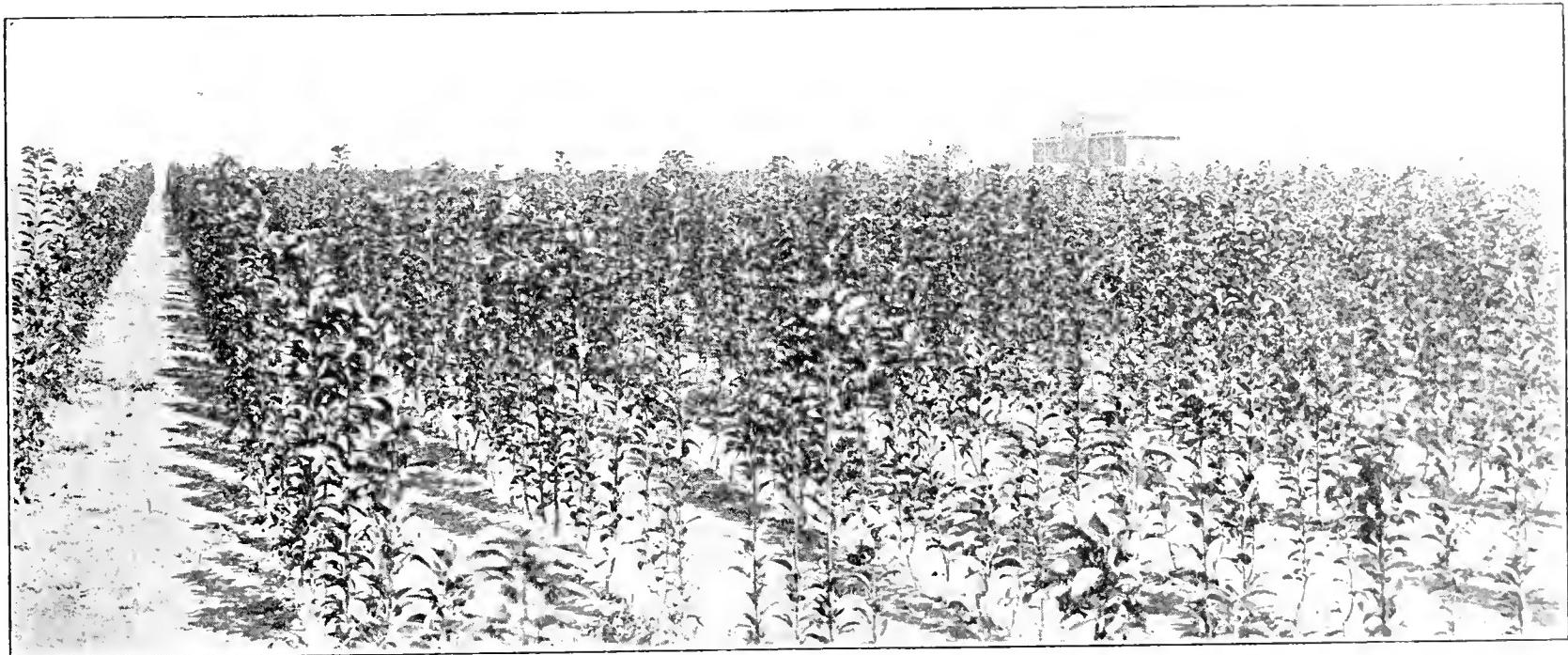
cific Coast Association, most elaborately. The recreation, social and pleasure features so much enjoyed by the members during the past meetings will again serve to restore the needed new perspective, create the renewed energy and develop the unflinching determination which are essential for success in the nursery business.

#### TEXAS NURSERYMEN WILL ATTEND THE CONVENTION.

Denison, Texas, March 2, 1914.

Regarding the forth-coming Convention of The American Association of Nurserymen at Cleveland next June, will state that I am arranging it so that all Texas Nurserymen will attend in one party and go on the same train.

The present plan is for all Texas Nurserymen to



*Block of One Year Pear at the Durant Nursery Co., Durant, Okla.*

Phone girl: "This is A. W. Smith Co., and we sell nicer things than coal."

The voice: "Oh, you do? Well, what do you sell?"

The girl: "We sell flowers, and just now we have the Valentine Special on."

The voice: "What is the Valentine Special?"

The girl: "I'll give you the order department."

Curtain, as salesman books order.

Verily, as the telephone company says, "the voice with the smile wins."—*Florists' Review.*

#### PACIFIC COAST NURSERYMEN'S ASSOCIATION.

The 1914 meeting of the Pacific Coast Association of Nurserymen will be held at Vancouver, B. C. The Executive Committee has fixed the next meeting dates June 16, 17 and 18 with the view of affording an opportunity for members so desiring, to attend the meeting of the American Association with dates following, on same round trip.

The British Columbia Nurserymen's Association has already made preparations to entertain the Pa-

meet at convenient junction points on the line of the M. K. & T. Railway in Texas namely, Houston, San Antonio, Austin, Taylor, Temple, Waco, Hillsboro, Waxahachie, Fort Worth, Dallas, Greenville, and Denison. At such points they will be able to get the main line train carrying sleepers so no change will be made until they arrive at Saint Louis. If we have 18 in the party we can get the sleeper to go right on through to Cleveland without change. At Denison all the members can get into the same sleeper which will go through to Cleveland.

The Texas Nurserymen invite their brethren and friends living in Oklahoma, Kansas, Nebraska and Missouri to join them and to arrange their trip so as to join the main line train of the "Katy" at such convenient junction points as Durant, Atoka, McAlester, Muskogee, Vinita, Parsons, Nevada and Sedalia. At Saint Louis we can be joined by several more from other points using the St. Louis gateway.

The particular train that the Texas Nurserymen will take and the date and hour it will pass the prin-

cipal junction points will be announced later.

We wish to fill space in one sleeper by the time the train leaves Denison, and if our Oklahoma, Kansas and Nebraska friends will fill space of another sleeper by the time the train leaves Parsons, we will have one jolly party to St. Louis, and we trust it will be considerably enlarged there.

The M. K. & T. Passenger agent advises the writer that if 18 passengers are on board out of Denison or Parsons, a special sleeper will be arranged to run through, without change, to Cleveland. Should there be as many as 36 out of Parsons, two special sleepers will be placed at our service.

The writer will be pleased to correspond with any one intending to attend the convention and make reservation for space on these special sleepers. All con-

veniently located to use this route are specially requested to go with the "Texas Party."

Respectfully,

Will B. Munson,  
Vice President for Texas.

In filling out the notices of shipment by permittee, namely, the importer or broker's report to the Department of Agriculture, through the collector of customs, and to the proper State inspector, respectively, you are requested to indicate on these reports the scientific names of all pines which may be included in the shipment. This information corresponds to the information required in the application for permit and will hereafter be expected in the case of all importations of pines.

Very respectfully,  
C. L. Marlatt, Chairman of Board.

## The Report of the Federal Horticultural Board gives the following interesting table which shows the immense amount of Nursery Stock that is imported annually into the United States.

*Importations of nursery stock during the year ending June 30, 1913.*

### CLASSES OF PLANTS AND SEEDS.

Country.	Fruit trees.	Fruit-tree stocks.	Grape-vines.	Bush fruits.	Roses.	Rose stocks.	Forest and ornamental deciduous trees.	Ornamental deciduous shrubs.	Coniferous trees other than pines.	Pines.	Evergreen trees.	Evergreen shrubs.	Field-grown florists' stocks.	Stocks, cutting, or seedlings.	Tree seeds.	Avo-cado seeds.	Pounds	Pounds
Algeria.....	300	50	2,050	125	28	245	2070, 4	62,956	48	85,815	243,403	131,264	29,451	5,000	6,000	69	50	
Australia.....	6	3	1,505	2,050	125	2	25,196	230	16,532	109,680	92	213	1,250	925	50	50	50	
Austria.....	292	22	50	5	25,196	230	16,532	109,680	62,956	48	85,815	243,403	131,264	29,451	5,000	6,000	69	50
Azores.....	12	22	5	50	22	2,200	2,200	2,200	2,200	109,680	92	213	1,250	925	50	50	50	50
Belgium.....	50	60	2	50	5	350	350	350	350	350	5	5	5	5	50	50	50	50
Bermuda.....	292	22	50	5	25,196	230	16,532	109,680	62,956	48	85,815	243,403	131,264	29,451	5,000	6,000	69	50
Brazil.....	50	60	2	50	5	350	350	350	350	350	5	5	5	5	50	50	50	50
British Guiana.....	50	60	2	50	5	350	350	350	350	350	5	5	5	5	50	50	50	50
Canada.....	939	4,000	10	22	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	9,500	9,500	50	50
Ceylon.....	12	22	5	50	22	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	50	50	5	5
Chili.....	50	50	5	50	22	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	50	50	50	50
Costa Rica.....	262	22	22	22	22	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	15,010	1,000,550	3,216	2,544
Cuba.....	2,473	5,900	106,455	1,506	1,506	1,460	1,460	1,460	1,460	1,460	500	500	4,750	4,100	50	30	50	30
Danish West Indies.....	12	22	22	22	22	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	50	50	30	30
Denmark.....	50	50	5	50	50	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	2,200	50	50	50	50
East Africa.....	5,171	219,206	1,293	81,765	48,507	2,043,846	35,765	38,600	15,219	15,495	7,999	36,113	21,346	7,849	50	50	50	50
Ecuador.....	3,699,184	16,432,464	164,457	7,620	200,283	978,266	30,281	2,530,272	550,222	45,770	255,982	241,124	289,648	4,486,486	50	50	50	50
England.....	73,050	57,251	240	2,097	52,736	20,600	119,610	85,383	554,615	160,900	14,120	10,743	1,340	207,950	7,020	50	50	50
Greece.....	15,000	15,000	22,247	1,632,252	165,557	317,525	394,726	287,60	16,20	90,845	594,521	184,859	932,295	1,063	1,063	1,063	1,063	1,063
Guatemala.....	101,832	535,025	22,247	1,632,252	165,557	317,525	394,726	287,60	16,20	90,845	594,521	184,859	932,295	1,063	1,063	1,063	1,063	1,063
Holland.....	1,300	65,000	2	12	107,228	470,364	500	500	500	500	500	500	500	500	500	500	500	500
Hungary.....	366	25	1,413	5	42	100	45	3	2	13	2	987	60	50	50	50	50	50
India.....	13	22	22	22	146	17,876	18,972	27,479	2,545	3,472	3,939	320,498	5,000	500	500	500	500	500
Ireland.....	19,127	100	100	146	17,876	2,000	18,972	27,479	2,545	3,472	3,939	320,498	4,84	600,350	106	9,144	106	9,144
Isle of Pines.....	29	65,000	2	12	107,228	470,364	1	1	1	1	1	1	1	1	1,000	1,000	1,000	1,000
Italy.....	2,473	5,900	106,457	7,620	200,283	978,266	30,281	2,530,272	550,222	45,770	255,982	241,124	289,648	4,486,486	50	50	50	50
Jamaica.....	18	25	1,413	5	42	100	45	3	2	13	2	987	60	50	50	50	50	50
Japan.....	1,300	22	22	22	146	17,876	18,972	27,479	2,545	3,472	3,939	320,498	5,000	500	500	500	500	500
Mexico.....	1,300	25	5	50	25	1	1	1	1	1	1	1	1	1	1	1	1	1
Morocco.....	1,300	25	5	50	25	1	1	1	1	1	1	1	1	1	1	1	1	1
Nicaragua.....	1,300	25	5	50	25	1	1	1	1	1	1	1	1	1	1	1	1	1
North Africa.....	1,300	25	5	50	25	1	1	1	1	1	1	1	1	1	1	1	1	1
New South Wales.....	1,300	25	5	50	25	1	1	1	1	1	1	1	1	1	1	1	1	1
Paraguay.....	1,300	25	5	50	25	1	1	1	1	1	1	1	1	1	1	1	1	1
Persian Gulf region (Basra).....	1,300	25	5	50	25	1	1	1	1	1	1	1	1	1	1	1	1	1
Peru.....	1,300	25	5	50	25	1	1	1	1	1	1	1	1	1	1	1	1	1
Philippine Islands.....	1,300	25	5	50	25	1	1	1	1	1	1	1	1	1	1	1	1	1
Russia.....	1,300	25	5	50	25	1	1	1	1	1	1	1	1	1	1	1	1	1
Scotland.....	1,300	25	5	50	25	1	1	1	1	1	1	1	1	1	1	1	1	1
Spain.....	1,300	25	5	50	25	1	1	1	1	1	1	1	1	1	1	1	1	1
Straits Settlements.....	1,30																	

## THE AMERICAN POMOLOGICAL SOCIETY.

Bulletin No. 6. The American Pomologist gives the following incomplete report of the committee on awards at the Washington meeting.

*Silver Medals.*

To Charles C. Patten, Charles City, Iowa, for a display of varieties of hardy seedling apples of known parentage adapted to Northern Iowa and contiguous territory.

To Glen Saint Mary Nurseries, for display of material exhibiting varieties; methods of propagation; and work in the pollination of Japanese persimmons.

Also for an exceptionally large display of citrus and sub-tropical fruits of unusual educational value. H. Harold Hume, in charge.

seedling apples of known parentage. Dr. Paul Evans, in charge.

*Bronze Medals.*

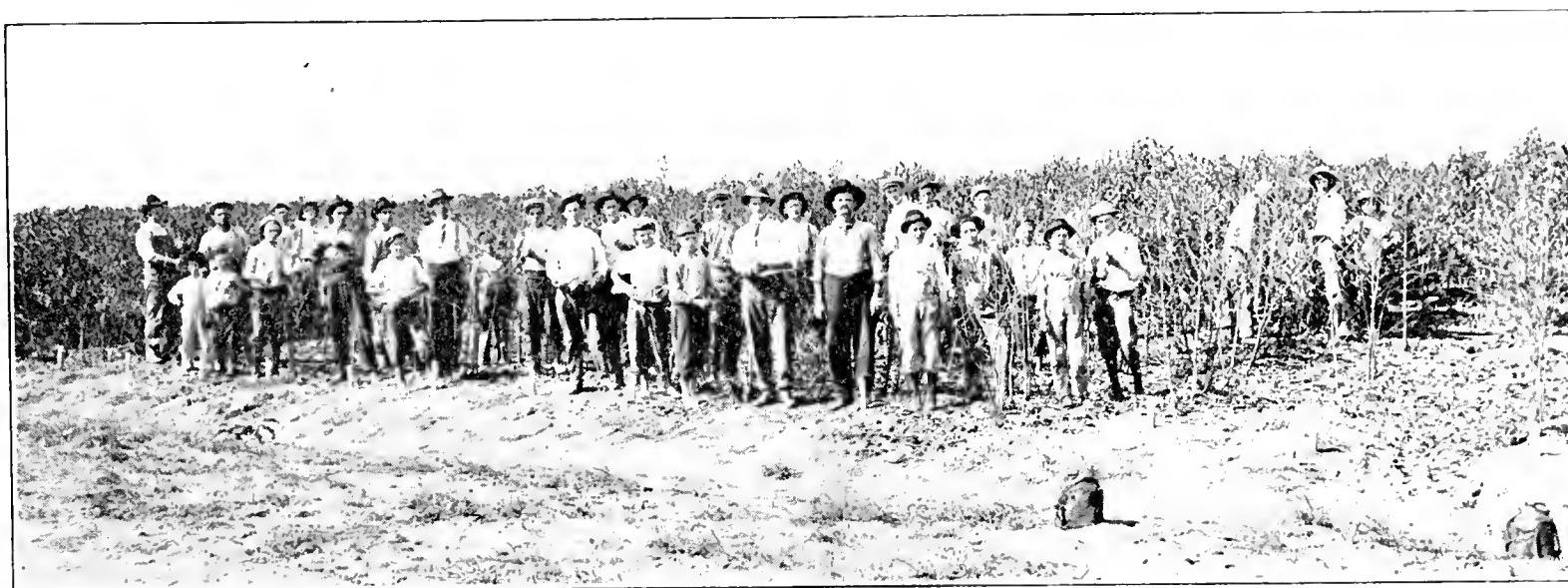
To the Miami Board of Trade for an attractive and instructive miscellaneous display of sub-tropical fruits. H. E. Van Deman, in charge.

To Silas Wilson, Idaho, for a general collection of choice commercial apples.

To the Northern Nut Growers Association for a general collection of northern grown nuts. Dr. W. C. Deming, in charge.

To Jas. M. Hoge, Virginia, for a meritorious new variety of apple named *Branch*.

To the Wisconsin Horticultural Society for a collection of choice commercial apples adapted to that



*Peach Block and One of Our Large Crews of Men and Boys, Durant Nursery Co., Durant, Okla.*

To the National Nut Growers Association for an interesting and instructive exhibit of pecans. C. A. Reed, in charge.

To the New Jersey Horticultural Society & Experiment Station for a general collection of the fruits of the state, very attractively displayed. A. J. Farley, in charge.

To the State of North Carolina for an excellent display of mountain grown apples, and nuts. S. B. Shaw, in charge.

To L. A. Goudeau, Lake Charles, Louisiana, for a meritorious new seedless orange, the *Goudeau*.

To the Canadian Government for a splendid collection of new and promising varieties of apples for the northern territory. W. T. Macoun, in charge.

To the Montana Board of Horticulture for a general collection of commercial apples, very effectively displayed. M. L. Dean, in charge.

To the Missouri Fruit Experiment Station for a large and very instructive and attractive exhibit of

state. Frederic Cranfield, in charge.

*Honors.*

To the Crest Orchards, Virginia. First honors for basket of select fruit.

To the Virginia Horticultural Society. Second honors for basket of select fruit.

*Honorable Mention.*

Honorable mention was accorded the Crest Orchards, Virginia, for a select plate display of choice commercial apples for a Virginia orchard. Kate Paulding Emerson, in charge.

The West Virginia Horticultural Society for a very attractive and meritorious plate display of choice apples of the state. H. L. Smith, in charge.

The Kentucky Experiment Station for an interesting and instructive plate exhibit of Kentucky grown apples. C. W. Mathews, in charge.

The Massachusetts Agricultural College for a most carefully graded collection of fruit which was of exceptional instructional value. R. W. Rees, in charge.

The Virginia Horticultural Society for an exceptionally meritorious and attractive box and carton display of choice commercial apples. W. E. Tribbet, in charge.

The Oregon Experiment Station for an exceedingly interesting and instructive display of filberts. C. I. Lewis, in charge.

The Indiana Experiment Orchard for an interesting exhibit of seedling apples of meritorious quality, size and form and which are worthy of further trial.

The *Rabun* apple, a new variety exhibited by C. C. Newman, South Carolina.

The *Boone* chestnut, a new variety of known parentage being a cross between the Japan Giant and the American Sweet; originated with, and exhibited by, the late G. W. Endicott, Illinois.

The *Foster Pomolo*, a new variety originating with the Atwood Grape Fruit Company, Florida. The external appearance and the reddish tinge of flesh of this fruit received favorable comment from the jury.

To Franklin P. Gabel for a select collection of cranberries consisting of plates of Champion, selected Jersey, Late Blue, Howes and Gabelle.

The Missouri Fruit Experimental Station; for a special collection of ten new varieties of known parentage. *Of special merit.*

#### *Commendation.*

The United States Department of Agriculture, G. C. Hussman in charge; for an exhibit of types and varieties of grapes, 146 plates. *Very meritorious.*

The Wenatchee Valley, Washington; for a box and plate display of large and very highly colored choice market apples. *Very attractive and meritorious.*

The Bowker Insecticide Company; for a display of box apples showing the results of a well cared for crop. *Attractive and instructive.*

The Pennsylvania Department of Agriculture; for a miscellaneous display of fruit on plates. *Meritorious mention.*

The Utah Experiment Station; for a collection of plates of excellently graded fruit of high color. *Very meritorious.*

U. T. Cox, Ohio; for a collection of fruit on plates exhibiting an interesting series of sports of Rome Beauty. *Interesting and instructive.*

The Douglas pear, exhibited by A. H. Griesa, Kansas. *Worthy of further trial.*

## HARD WOOD CUTTINGS

Plants that can be propagated by hard wood cuttings are usually those with free, soft growth. Among the trees the Poplar, Willow and Oriental Plane are the best known. These are invariably propagated in this manner as they root very readily. Where conditions are just right one hundred per cent. good is not unusual.

California Privet grows so very readily that this more than anything else has made it possible to grow it so cheaply as to make it the favorite hedge plant, and has been the means of causing more than one farmer to go into the nursery business.

All shrubs do not root quite so readily as the Privet. While it is possible to make Privet cuttings with a sharp axe or a machine, it is not wise to treat all hard wood cuttings in the same manner, if a good stand is expected. Many of the choicer shrubs, such as *Weigela*, *Symporicarpos*, *Deutzia*, *Althaea*, *Vitex*, *Buddleia*, *Philadelphus*, *Tamarix*, *Lonicera*, *Cornus*, *Callicarpa*, etc., need a little more care in handling.

The thorough going propagator even forbids the use of the clippers or hand shears, preferring all cuts be clean and made with a sharp knife and the wood and the position on the wood for cut to be made be selected with judgment.

Many will claim that just as clean a cut can be made with a pair of shears as with a knife. Even if this is the case there is certainly more danger in bruising the tissue with the shears.

## SELECTION OF THE WOOD

Sometimes failures to get a good strike are very mysterious, and often they are laid to the wrong cause. It is wise not to allow the wood to be subjected to very much frost before being taken off or to use the tips. This is especially so with *Althacas*, *Buddleia*, *Callicarpa* and those things that are not very hardy. It is better to take the wood off November or early December, according to the weather and locality, and store it away in some place where it will not shrivel until such times as the cuttings can be made. Partially buried in damp sand in a cellar, is a good place. The object is to keep it plump and full of vigor.

## MAKING THE CUTTINGS

This is a job that is always saved for when the weather is too bad to work out of doors. A good length to make the cuttings is about nine inches. They should be cut, all laid one way, tied in bundles of 100 or 250, and all labeled with a label on each

bundle, unless it be large quantities of one kind are being made and proper provision can be made so that the greenest help are not likely to get them mixed at planting time. In trimming off the side spurs should they have any, do not cut too close in.

The age of the wood that makes the best cutting varies a little according to the kind. Strong, well ripened one year wood is good, but often two year wood that is not too hard makes a good cutting as in the case of the *Althaea* and *Weigela*.

After they are made and tied in bundles with willows or some material that will not quickly decay, they should be stored in sand in a frost proof cellar. If conditions are right by early spring they will be nicely calloused, ready for planting in the open ground. Attempts to store them in moss or damp shavings do not always meet with success. There is too much danger of fungous or some deleterious condition arising.

#### PLANTING OUT IN THE SPRING

The one big essential to success is early planting. It should really be one of the first jobs done. The early spring growing weather is very necessary to a good stand.

Experience is the only thing that will teach just what position on the nursery to plant them. It is seldom the planter can find the position he feels is just right. The ground should be well drained, deep so that it will retain constant moisture, of a loose texture so that it will form closely around the cuttings and in good heart so that they will make good growth.

In planting 7½ inches in the ground allows 1½ inches above the surface, and is about right.

The after care while in the cutting rows consists mainly of very shallow cultivation to keep the ground clean and prevent baking. After the cuttings are a foot high use horse cultivator followed by small hoes.

If the weather be extremely hot and dry before the cuttings have made much growth a light mulch of short straw or some such material will help.

---

Owing to increased business C. R. Burr & Co., Manchester, Conn., have found it necessary to make enlargements and improvements recently. They have erected a new office building and added several store-houses. Several other nurseries are operated in Connecticut by this same concern.

#### TEXAS NURSERYMEN SUCCEED IN GETTING LOWER FREIGHT RATES.

The committee on lower freight rates on "Balled Nursery Stock," appointed by the Nurserymen's Association last year, through Mr. H. I. Martin, of Port Arthur, secured a "Hearing" before the Railway Commission on January 13th and 14th. Mr. Martin (supported by your president and secretary) made a strong presentation of the case at the "Hearing," the result being a great victory for the Nurserymen, which will prove a great saving of freight on "Balled" Nursery Stock, and incidentally, a great blessing in our work of Orchard and Civic progress. Mr. Martin will make a full report at the Oriental Dinner, February 18th.

We append below a copy of the order of the commission. Please file for reference.

Very truly yours,

Jno. S. Kerr,

President.

J. M. Ramsey,

Secretary-Treasurer.

#### CIRCULAR NO. 4481.

Amending Texas Classification No. 2.  
(Hearing No. 1471, January 13, 1914).

Austin, Texas, January 20, 1914.

In pursuance of notice and hearing in the above numbered cause, it is ordered by the Railroad Commission of Texas that the Texas Classification No. 2 issued by this commission and effective January 15th, 1912, be amended as follows:

Add on page 91, Item 39a as follows:

"39a nursery stock (trees; fruit, shade, ornamental and others), 'balled' (lifted from nursery row with ball intact, of earth in which they originally grew, the ball containing roots being incased in burlap carefully and securely sewed or tied; tops of trees drawn together and securely wrapped to a stiff support) . . . LCL 4th class: CL Class C."

Effective February 11, 1914.

Attest:

E. R. McLean, Secretary.

Allison Mayfield, Chairman.  
William D. Williams,  
Earle B. Mayfield,  
Commissioners.

I hereby certify that the above is a true and correct copy of circular No. 4481, this day adopted by the Railroad Commission of Texas.

Given under our hand and the seal of said Commission, at the City of Austin, this 20th day of January, 1914.

E. R. McLean, Secretary.

SUGGESTIONS FOR DISCUSSION AT THE COMING CONVENTION.

(Continued from page 147.)

Mr. L. A. Berkman, Fruitland Nurseries, Augusta, Ga., writes as follows:—

"The subjects mentioned in your circular letter are most interesting, and are certainly of vital importance to the average up-to-date nurseryman. As far as possible we will give our opinion on them.

"No. 1. Uniformity in retail prices and grades."

"There is now entirely too great a range in the retail prices of the same commodity in different localities. This is caused in a great measure by inability of the grower to compute cost of growing a certain plant. It is practically an impossibility to give the cost of production of any certain plant, unless only a few items are grown; then it would be practical to arrive at cost of production, but when many varieties of plants and trees are grown in the same nursery block and propagated at different times and under different conditions, cost of growing such plants is an impossibility. This cost of production will vary more or less from year to year; owing to failure in propagating, unfavorable climatic conditions and other causes.

"Grades can be made more uniform. There should be a standard for every variety, but to do this intelligently would require an immense amount of time and money. Another thing which causes differences in grades is that in certain sections of the country we can get a larger plant of a certain variety in one year than you can secure in the same sort in another locality in two years. As for example: Our No. 1 field-grown roses of Western and Eastern growers.

"No. 2. Prevention of surplus and low prices:

"A prevention of surplus of some items is an impossibility. A nurseryman will do the same as a farmer when they try to cut down the cotton crop. Smith, Johnson and Jones promise to cut down their planting of cotton twenty-five per cent. Thomson says that as those three fellows are going to curtail their planting I am going to plant twice as much as I did last year and get the benefit of the prices which will surely result from this curtailment. This is the same the farmer plays here, and it will be the same with the Nurseryman.

"As to low prices, we are satisfied that there should be a general increase all along the line. The cost of production, labor and supplies advances annually, and the prices of nursery stock have not kept pace.

"Instead of selling surplus stock at cut-throat prices at the tail-end of the season, better consign this surplus to the trash pile and keep the prices up.

As a matter of fact, we know that some nurserymen could have saved money by burning stock rather than selling it, as it actually cost them more to dig it and pack it than they received for the goods. This is sending good money after bad.

"No. 3. Bettering the supply of choicer things that are invariably short:

"Many of the choicer plants can only be propagated profitably in certain localities, and some of these choicer plants are very difficult and costly to propagate, and unless the grower has an assured outlet for such things he will be cautious so as not to over propagate, but if the grower finds that he can propagate certain things to advantage in a certain locality he should specialize on these and let it be known to the horticultural world.

"No. 4. Creation of wider markets.

"This can be brought about by advertising, by visiting your brother nurserymen, and by attending the conventions and making yourself known in the horticultural world.

"No. 5. Plants that are not usually well grown.

"Many plants are grown in a locality and under conditions uncongenial. Such plants should only be grown where the best specimens could be developed, and under the most normal conditions.

"No. 6. Should nurserymen combine to advertise and demonstrate their goods?

"Do not understand this question.

"No. 7. To what extent should a nurseryman guarantee his stock to grow?

"He should only guarantee that the stock will be first-class in every respect, perfectly healthy and true to name, up to grade in every respect and well packed when leaving his hands, but after delivery to forwarders all losses resulting from delays or exposures in transit are at risk of purchaser. Neither should the nurseryman be held responsible for failure arising from defective planting or from subsequent faulty treatment or cultivation, but should any faulty trees or plants be sent out, or if they prove untrue to label, the nurseryman should make good to the amount of the original cost of such trees or plants as being unsatisfactory or untrue to label.

"No. 7. How can we obtain more skilled help?

"Make the nursery business and the surroundings of the help attractive.

"The following subject should be discussed: "Is it fair to give a large buyer quotations and special prices which are the same as the lowest trade prices?"

---

Mr. Charles A. Steck, Bethel, Conn., sends the following good words about "The National Nurseryman."

"Referring to your paper, I must say you have no idea of the benefit I derive through this journal."

## DON'T BE SHY ABOUT ADVERTISING.

"When a goose lays an egg, she just waddles off as if she was ashamed of it,—because she is a goose."

When a hen lays an egg, she calls heaven and earth to witness it. The hen is a natural born advertiser. Hence the demand for hens' eggs exceeds the demand for goose eggs, and the hen has all the business she can attend to."

Andrew Lang.

## NOTICE OF DISSOLUTION OF PARTNERSHIP.

By mutual consent, the firm of Hooker, Wyman & Co., Rochester, N. Y., has dissolved partnership. Horace Hooker, C. G. Hooker and Lewis Hooker, will continue the business under the firm name of Hooker Bros.

HOOKER BROS,  
57 Trust Bldg., Rochester, N. Y.

**For Sale** Nursery in gilt-edge order, 35 acres in actual nurseries, 8½ acres devoted to the business, including 1½ acres with residence, office, sheds, packing grounds, etc., in town. Good business, best of reputation. Best of reasons for selling. Will sell nursery alone and lease ground, or sell land and all, with or without town property. Address "N," NATIONAL NURSERYMAN.

### Attractive Opening for Some Nurseryman

I want partner with practical experience and capital to join me in my Pecan Nursery business. Been in operation three years Cash inventory now over \$10,000. Sales past season, \$7,000. Fine location in South. No other nursery within 75 miles. Other lines, especially flowers, can be added with profit. Partner must take full charge. Write **Nurseryman**, Box 428, Waycross, Ga.

**Wanted** Position as manager for some good company handling agents. Am a practical nurseryman, understand the growing as well as the office. Twenty years experience in the South. Will show results and give you satisfactory reference.  
MANAGER, care National Nurseryman.

**Wanted** Landscape Artist to represent nearby nursery in large city of the Middle West. Must be of good and pleasing address, able to approach the trade, and secure and execute landscape contracts. Give age, experience, salary desired, etc., in first letter. Address N. S.  
Care of NATIONAL NURSERYMAN.

**Wanted** Propagator for Ornamental Nursery Stock. Must be familiar with perennials. Apply with references and state experience.  
SWAIN NELSON & SONS CO.,  
941 Marquette Building, Chicago.

**Wanted** Reliable working foreman to take charge of one of our branch nurseries, of 100 acres, growing mostly fruit stock. Please reply, stating age, experience, wages desired, etc., to  
C. R. BURR & CO., Manchester, Conn.

**WANTED** Nurseryman to take charge of small commercial place. Must be thoroughly familiar with propagating and growing ornamental shrubs and evergreens. Good opening for the right man.

P. O. Box 149, Birmingham, Ala.

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It is both an Encyclopedia and a Manual, for with the aid of its Synopsis and Key, amateur and professional alike may quickly identify any plant, shrub or fruit contained within the set, and then receive expert instructions for its cultivation.

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#### VOL. I. JUST PUBLISHED The Monarch of Horticultural Literature

Six large quarto volumes. More than 3,600 pages. 24 full page exquisite color plates. 96 beautiful full page sepia half-tones. More than 4,000 text engravings. 500 Collaborators. Approximately 4,000 genera, 15,000 species and 40,000 plant names.

#### Key to Identification of Plants

This is a device to enable one to find the name of a plant. The key is so simple that it is equally as useful to the veriest amateur as to the botanist or commercial expert.

#### Synopsis of Plant Kingdom

This is one of the most important features of the new edition. It constitutes a general running account of the classes, orders and groups of plants, with a brief sketch or characterization of 215 of the leading families comprising those that yield practically all the cultivated plants.

#### Illustrations

There are 24 colored plates; 96 full page halftones; and more than 4,000 engravings which serve as guides in the text. These color plates constitute the best possible combination of expert horticultural color photography and color printing, with a mastery in selection such as only Dr. Bailey's knowledge can supply.

#### The Glossary

This is an analysis of all technical terms that are used in the work and in similar works. It comprises botanical and horticultural terms with brief definitions.

#### Translation and Pronunciation of Latin Names

In Volume 1 is inserted a list of between 2,000 and 3,000 Latin words used as species—names of plants, giving the English equivalent or translation and the pronunciation.

#### Class Articles

Here are some of the titles of these articles: Ants; Autumn Gardening; Bedding; Diseases; Drainage; Floral Designs; Formal Gardening; Hotbeds and Coldframes; Insects; Landscape-gardening; Lawn-planting; Rock-gardening; Spring Gardening; Storage; Water-gardening; Window-Boxes.

#### General Index

The final volume will contain a complete index to the entire work, enabling the reader to locate volume and page of any subject he has in mind.

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ROCHESTER, N. Y.

Write for 16 page prospectus containing complete description and our offer.

## ARE YOU INTERESTED

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### ATLANTIC NURSERY CO., Inc.

BERLIN, MD.

WANTED Tree Seeds of all Kinds

### Jan Spek, BOSKOOP, Holland

Grower of the new bleu spruce

### Picea Pungens Glauca Spek

Awarded a Certificate of Merit at Boskoop

This spruce forms a more compact plant than the Koster bleu spruce, because the buds will never die by spring frost.

It is of a striking bleu color. Has been bought for propagation by the leading growers of Boskoop.

Prices on Application

Inspection Invited

### A Large Stock of Apple, Pear, Cherry and Peach Grape Vines, Blackberry and Raspberry Plants

And a general line of ORNAMENTAL TREES and SHRUBS. All stock clean and thrifty, the best that can be grown.

T. B. WEST, Perry, Ohio

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350 Rooms

Baths 200

Cuisine A La Carte

Music

Rooms for two persons \$2.50, \$3.00

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300 feet from Broadway  
From Grand Central Station,  
7 Blocks

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A room with bath \$1.50

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### FIELD GROWN

20 best sorts Hardy Climbers, potted 4-in. and wintered in cool houses.

Special Stock List ready.

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250 standard and new varieties of all classes. 2½-in. pot size for lining out. 4-in. size for short lists.

Spring Price List ready.



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In Ash, Elm and Box Elder Trees and Seedlings. Will made low prices now.  
Ask for Surplus list and prices.

Our Spring Wholesale List is now ready. If you have not received a copy, write us today. We are offering many bargains.

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Grower of

Kosters Bleu Spruce Hardy Rhododendrons  
Hardy zalias Japan Maples  
Clipped Box Box, in all sizes  
Conifers Roses

The Best and Latest Novelties in Roses

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The latest in roses and completing a wonderfully fine collection of Baby Roses, unsurpassed for bedding and hedging purposes. Hardy Yellow Roses are scarce; hardy everblooming yellows are scarcer still. This new variety is similar in all respects to the original Crimson Baby Rambler excepting color. We own and control the entire stock. The name is fully protected and colored plates, circulars, advertising matter can be supplied.

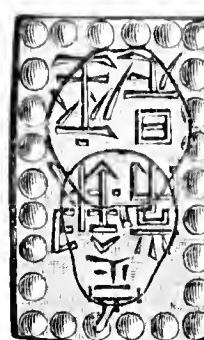
Write for prices for this season's delivery

## Jackson & Perkins Company

Newark, Wayne Co.,

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Wholesale Nurseries

Huntsville, Ala.

JESSIE S. MOSS, Prop.

We offer for Spring of 1914  
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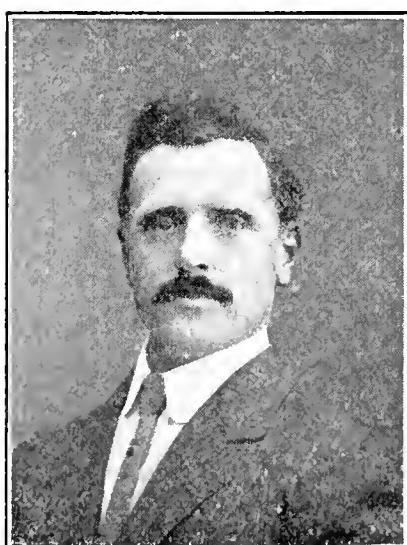
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INCORPORATED 1902

The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

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Editors of the "H. A." LOWDHAM, NOTTS,  
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ESTABLISHED 1893

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We are long on Gooseberries, 1 and 2 year; Niagara, 1 year; Worden, 1 year; Mo. Ely, 1 year; Fay Currants, 1 and 2 year.

Write for special prices.

We are now ready to quote lowest prices on  
**FRUIT, SHADE AND ORNAMENTAL  
TREES, SHRUBS, EVERGREENS,  
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FOREST TREE SEEDLINGS we only have in limited supply this season, and would advise placing your orders early.

TREE SEEDS we can supply in limited quantities. Send list of your requirements for lowest prices. Trade

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We are pleased to offer for Spring 1914

Peach Trees, 1 year, 35 varieties Apple, 2 years, all grades  
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Pear, 1 and 2 year, all grades Asparagus, 2 year

Can furnish the above in carload lots or less, also  
Grapes, Currants, Gooseberries, Catalpa Speciosa, Carolina Poplar  
Ornamentals in good assortment

**WE WOULD MAKE VERY ATTRACTIVE PRICES ON PEACH TREES IN CARLOAD LOTS.**

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Can furnish the above in Carload Lots or less. Also Pear, Plum, Quince, Compass Cherry, Currants, Gooseberry, Catalpa Speciosa and ornamentals in good assortment.

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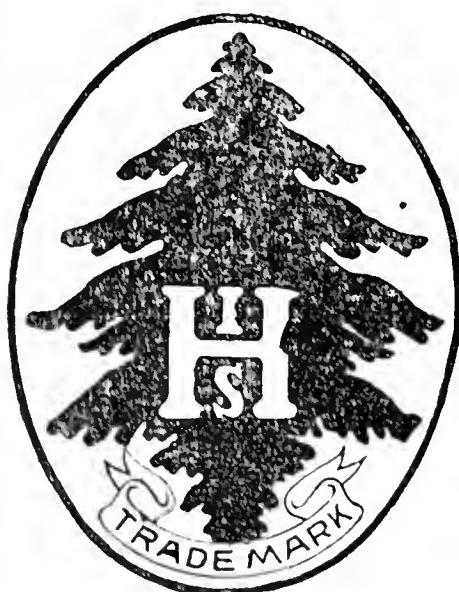
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CAMPBELL'S EARLY - The Best Grape  
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Our supply of above varieties is always less than the demands upon us before shipping seasons close.

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Seedlings and Transplants

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Currant Cuttings  
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Poplar Cuttings  
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Gooseberry Cuttings



### SURPLUS

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" "	2-2
" "	2-3
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Josselyn, same grades	
Currants, assorted	
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## WE CAN SHIP ON A DAY'S NOTICE

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	5-6 ft. 5/8	One-year, budded 1/2	3-4 ft. 5/8	2-3 ft. 1/2		Two-year, budded 1 in. 6-7 ft. 3/4-1 in.	5-6 ft. 5/8-3/4	4-5 ft. 1/2-5/8
A. G. Russett	100	30						
Albemarle Pippin	800	1900	3000	250				
Alexander			300	100			60	300
Baldwin	8000	40000	25000	2500		2000	12000	7000
Ben Davis	1000	1500	1000	1000		1000	3500	400
C. R. June	150	150	100				90	30
Carthouse							90	100
Coffelt Beauty							100	
Cooper's Market							100	60
Dominie	150	150	100	60				
Duchess	300	1000	3000	1000				
Early Harvest	700	500	400	200		200	400	
Early Colton							150	150
Early Strawberry	100	250	100	100			200	
Fallawater	400	300	100			250	400	110
Fall Pippin	350	200	50					
Fameuse	400	400	100					
Gano	600	900	200			700	2000	
Golden Sweet	100	50						
Gravenstein	1500	1000	500	200				
Grimes Golden	4500	4500	3400	800				
Jeffries							140	20
Jonathan	4000	5000	2000	1000		450	3000	500
King	2500	800	250				400	100
Maiden Blush	100	200	300					
M. B. Twig	35000	35000	10000	2500				
Mann							140	20
McIntosh	9000	10000	9000	2500				
Missouri Pippin	150	100				400	20	10
Myrick	100	50				300	100	100
Nero	1200	1200	700	300		300	300	100
No. Spy			100	100				
N. W. Greening	450	325	50	50			1000	50
Opalescent	150	150	50	50				
P. W. Sweet	600	500	100	50			25	
Porter						225	250	
Rambo	1500	500	350	150			300	60
Rawles Janet								
R. I. Greening	400	1375	200					
Red Astrachan	2500	2500	500	500		50	1300	
Rolfe						60	70	
Rome Beauty	7000	4500	750	150			150	
Salome							200	60
Scott's Winter							200	30
Smith's Cider	700	200					280	
Smokehouse	225	250	150	100				
Spitzenburg	250		250	100				
Stark	7000	2500	1000			250	350	150
Stayman's	28000	22000	8500	1500		1000	9000	5800
Strawberry (Chenango)	150	100	50	50		25	45	5
Summer Hagloe	75	150	200	100				
Sweet Bough	50	100	100					
Walbridge	250	275	400	250				
Wealthy	2480	3485	500	500			400	200
Wm. Early Red	25	2000	6500	1500				
Winesap	5000	4500	2000	1000		1000	6250	985
Winter Banana	195	145	50					
Wolf River	2500	1500	750	250		25	175	175
Yellow Transparent	3000	4500	2250	495			50	50
Yellow Belleflower	25	150	150	100				
York Imperial	5000	4500	750	245		1000	20000	14960
								4985

### CRAB APPLES

Golden Beauty	150	100	70					
Hyslop	100	150	100	50				
Martha	50	50	50	25		750	450	245

### PEARS

	1 in. 6-7 ft. 3/4	6-7 ft. 5/8	5-6 ft. 1/2	4-5 ft. 3-4 ft.	3-4 ft. 2-3 ft.	2-3 ft. 1-2 ft.	5-6 ft. 4-5 ft.	4-5 ft. 3-4 ft.	3-4 ft. 2-3 ft.	2-3 ft. 1-2 ft.
Kieffer	325	3400	3420	1000	250	110	30000	15000	4000	1000

### DWARF PEARS

	3-4 ft. 700	2-3 ft. 950	1-2 ft. 1000
Bartlett			

### CHERRIES

	Two-year, budded 1 in. 6-7 ft. 300	Two-year, budded 5-6 ft. 1000	Two-year, budded 4-5 ft. 1400	Two-year, budded 3-4 ft. 645	Two-year, budded 2-3 ft. 315	Two-year, budded 2-3 ft. 250
Ety. Richmond						

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 BERLIN  
 PROPRIETORS  
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# THE NATIONAL NURSERYMAN



MAY, 1914

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

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**BLACKBERRIES**—Large stock root-cutting plants.

**ORNAMENTALS**—A select lot of Silver Maple, 2 to 2½-in., 1½ to 2-in. grades; Ash, Box Elder, Linden, American Sycamore, Horse Chestnut, Catalpa, Poplars, Norway and Sugar Maple.

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**CRIMSON RAMBLER ROSES**

**APPLE GRAFTS**—Any style made to order; mailed wrapped; quality guaranteed; none better.

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Always pleased to quote your wants.

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MANCHESTER, CONN.

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**Direct Importations**  
from European Nursery Centers

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Apple, Pear, Myrobalan, Mahaleb, Mazzard Seedlings, Manetti, Multiflora and Quince stocks. Also full line of Ornamentals for lining out, from Vincent Lebreton's Nurseries, Angers. Best packing and grading. February shipment from France.

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English Manetti, Gooseberries 2 and 3-yr. (Whinham Industry, Whitesmith, etc.), Japanese Nursery Stock and Lilies.

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From 1½ to 2½ inch Caliper

Carolina Poplars Lombardy Poplars Sugar Maples  
Double Flowering Japan Cherries  
Weeping Japan Cherries Flowering Apples

7,500 Kieffer Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
1,200 Kieffer Pears, 4 to 6 ft.,  $\frac{5}{8}$  to  $\frac{3}{4}$  in.  
2,500 Rossney Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
3,000 Yellow Transparent Apples, 11-16 in. and up  
10,000 York Imperial Apples, 11-16 in. and up  
15,000 Stayman's Winesap Apples, 11-16 in. and up  
5,000 Japan Plums,  $\frac{3}{4}$  in. and up  
10,000 Downing Gooseberries, 2yr. No. 1  
Asparagus, strong 2 years

Large and Complete Assortment of Ornamental Trees  
and Flowering Shrubs, Etc.

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**Grow the Better Kind of Trees**

**PECANS**, Budded or Grafted

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**MULBERRIES**, well branched trees, free from Blight

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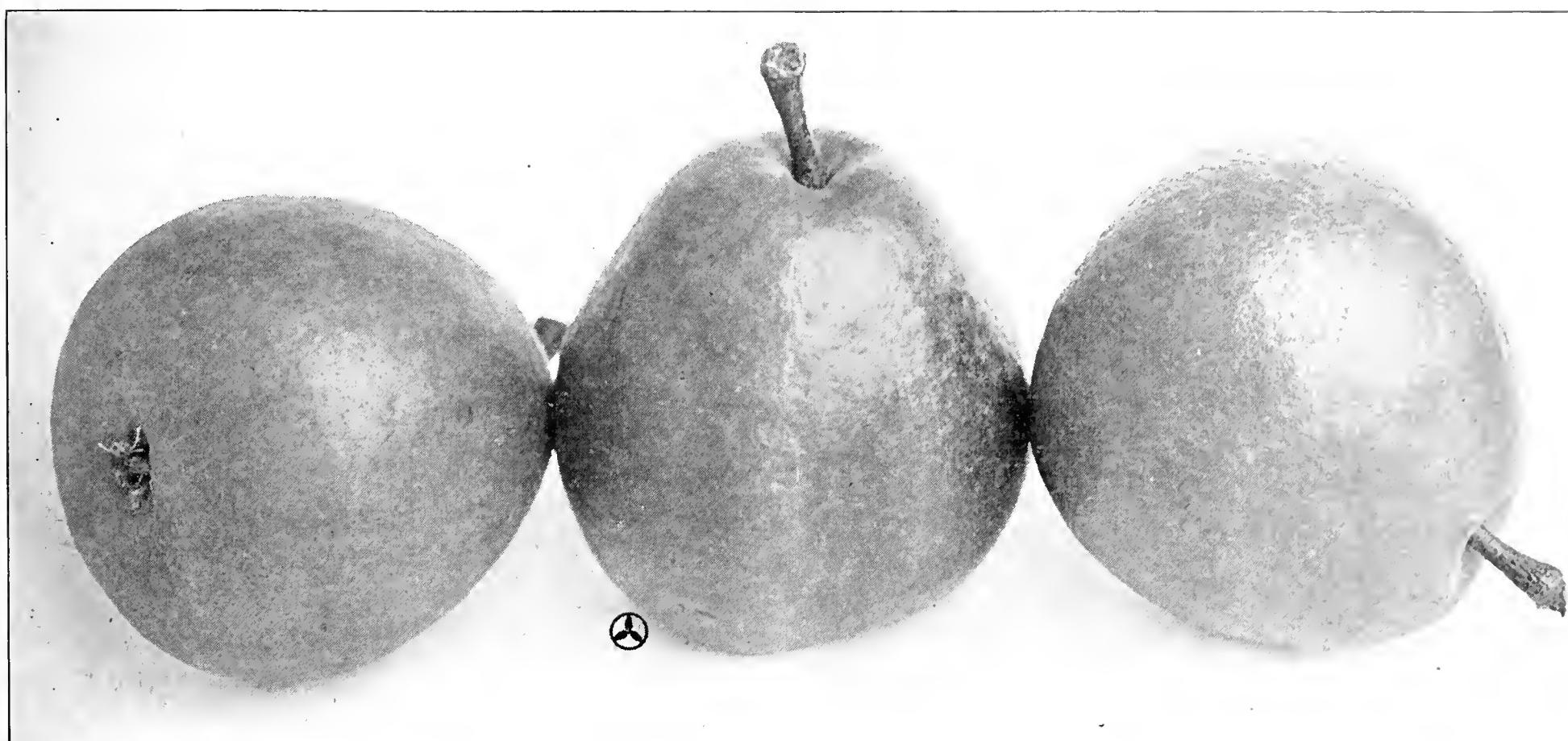
PORT ARTHUR, TEXAS

When writing to Advertisers please  
mention The National Nurseryman.

# NURSEY MEN AND FLORISTS Painesville Nurseries

looking for stock can  
find largest assortment  
in United States at the

Fruit and Nut Trees, Deciduous Trees, Shrubs and Evergreens, Hardy Roses, Vines and Plants, Grapes, Gooseberries, Small Fruits, Bulbs, Seeds, Palms and other tender Greenhouse Plants Have large stock stored in frost-proof cellars that can be shipped at any time desired; switch from N. Y. C. lines direct into our packing house; can load without exposure. Unsurpassed facilities for handling orders large or small.



PEAR-SHELDON.

A FEW SPECIALS WHILE THEY LAST: STANDARD PEARS in assortment, DUCHESSE DWARF PEARS, BOURGEAT QUINCE, PRUNUS PISSARDI and TRILOBA, CUTHBERT and other Raspberries, CONCORD and other GRAPES

## OUR SPECIALTIES ARE

Roses, H. P. Moss, Ramblers, Climbers, etc., Peaches, Pears, Plums, Cherries, Ornamental Trees and Shrubs in car lots, Weeping Mulberries, Elm and Ash, Clematis, Ampelopsis, Paeonies, Hydrangeas, Bush and Tree Perennial Plants.

## THE STORRS & HARRISON CO.

No trouble to price your list of wants

PAINESVILLE, OHIO

50 Years 1200 Acres 44 Greenhouses

When writing to Advertisers please mention The National Nurseryman.

## Try Wick Hathaway First

The Veteran Expert Plant Grower The Leading Varieties

Blackberry Raspberry Strawberry

Finer average quality never grew out of the ground

### To New Patrons

Let me have an order. If first-class stock, put up in attractive shape, counts for anything, our first trade should not be our last.

### My Regular Custom (once my first) Is Still my Best

To both former and new, let me advise **you** to get **your** contract in early for next year's business.

## DO IT NOW

### This Year, This One "1914" Don't Forget It

for the 1915 berry plant demand promises larger than ever before. I grow Millions of plants annually and could **bet a hundred and win** that the quality will meet the approval of every buyer. I want your orders. Meet **me** at the Convention.

*Wick Hathaway*

OWNER

Dept. 3, Madison, Lake Co., O.

The most extensive exclusive Berry Plant Nursery in Ohio.



"THAT'S ME"

64TH YEAR

Baltimore Nurseries

## FRANKLIN DAVIS NURSERY COMPANY

Baltimore, Md.

We offer for Spring 1914: High Grade Stock.

General Line:

Peach, Apple, Pear, Cherry, Plumb, California Privet in 1 and 2 year fine stock.

Oriental Planes, Norway Maples, American Ems, Silver Maples, Horse Chestnuts, Etc.

Will make prices right on Peach and Privet in carload lots for early orders.

**Send Us Your List  
of Wants**

When writing to Advertisers please mention The National Nurseryman.

## SEEDLING EVERGREENS

### BY THE MILLIONS

Arbor Vitae	Jack Pine
Austrian Pine	Norway Spruce
Black Hill Spruce	Pinus Ponderosa
Colo. Blue Spruce	Pitch Pine
Concolor	Red Spruce
Douglas Spruce	Scotch Pine
Engelmannii Spruce	White Pine
European Larch	White Spruce

All sizes. Ask for prices.

### SPECIAL QUOTATIONS ON LARGE ORDERS

Also the following **APPLES** in 1-2 in., 5-8 in. and 11-16 in. sizes at special prices:

Ben Davis, Duchess, Florence, Gano, Hibernal, Iowa Beauty, N. W. Greening, Okabena, Patten's Greening, Peerless, Peter, Pewaukee, Scott's Winter, Soulard, Strawberry Crab, Transcendent, University, Virginia, Wealthy, Whitney and Wolf River.

## SHERMAN NURSERY COMPANY

CHARLES CITY, IOWA



## P. D. BERRY

WHOLESALE NURSERYMAN,

is offering for spring trade 1914 Red, Black, Yellow and Purple Raspberry Plants; Blackberry root cutting plants; Dewberry plants, Downing, Pearl, Josselyn and Houghton Gooseberry, one and two year, No. 1; 150,000 Rhubarb, one and two year, No. 1, whole roots and divided; Horseradish sets; Gooseberry layer plants of Houghton and Mt. seedling; Fays and Cherry Currants, two year, No. 1; Gooseberry plants, two year, No. 3, for lining out, California Privet, Cedar Shingle Tow in bales, etc.

No trouble to price your list of wants any time by letter.

Trade list ready January 15th.  
This stock is in storage can ship on short notice.

P. D. BERRY,

Dayton,

Ohio

## The Best Tree Digger on Earth



Used and Recommended by Leading Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.  
LOUISIANA, MO.**

We have every facility for growing evergreens from seed—*plus* the finest natural location that we know of in the United States, *plus* over 50 years' practical knowledge of how to do it best. We are now growing millions of them for nurserymen's and dealers' trade, lining out, etc., and you will find

## Hill's Evergreens

the best investment you can make—if you are looking toward permanent results and satisfied customers, as well as the first cost of the trees. We go to a great deal of trouble and expense gathering and sowing our seed, but we think it's worth it all to know that the little trees are true to name, and healthy and vigorous. Our customers, too, have found that it's worth the cost to know that they're getting *reliable* trees when they buy here. If you want the best evergreens you can get for your trade let us tell you more about those of "Hill Quality."

**THE D. HILL NURSERY CO., Inc.**

*Evergreen Specialists*

D. HILL, President Box 401, DUNDEE, ILLINOIS

# L. Spaeth

**BERLIN**  
Baumschulenweg  
**GERMANY**

## Largest Nurseries in Europe

2000 ACRES

FOUNDED 1720

### HARDY TREES AND SHRUBS

1. Our Nurseries lie in a colder climate than the French, Dutch and English nurseries—
2. We grow all the stock we sell—
3. Moderate Prices.
4. When in Europe come and see our nurseries—

Catalogs free—

Have you seen and examined the quality and finish of our

### Rawhide Brand of Shipping Tags and Tree Labels

printed or plain, strung or wired?



This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our reference are the largest nursery men in the United States.

## The Denney Tag Co.

West Chester, Pennsylvania

## Small Stock for Lining Out

New Price List showing varieties and prices now ready. We offer a large assortment of first class stock in these small size plants for lining out. Get our list and order early.

### Fruit Stocks

We have a small surplus of MAZZARD NO. 1, MYROBOLAN NO. 1, and MANETTI ROSE 5 to 8 mm. To dispose of these we are making especially low prices. Here is a chance for a bargain. Write us.

### Fruit Seeds

ALL varieties of Fruit Seeds exhausted except some Kieffer and Japan Pear Seeds. Prices upon application.

### Tree Seeds

We have a small surplus of certain varieties. Write for list and prices. All first class seed.

### Raffia

New price list quoting Red Star, XX Superior, AA West-coast and Arrow Brands, just issued. Send for a copy and place your order for immediate or later shipment as you desire.

### Ornamental Nursery Stock

A complete line of Hardy Ornamental plants on hand at all times. Send your lists to us for prices.

## Thomas Meehan & Sons

Wholesale Nurserymen and Tree Seedsmen

DRESHER

PENNSYLVANIA

## SPECIAL NOTICE

APPLE QUINCE PEAR CHERRY  
PEACH PLUM

A Fine Block of  
Own Root Roses

ORNAMENTAL TREES                    SHRUBS  
BERRIES                                CLEMATIS  
EVERGREENS                          PEONIES            PHLOX  
PYRAMIDAL and STANDARD  
TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete  
lists and carload lots.

W. & T. SMITH COMPANY  
GENEVA, N. Y.

63 Years

700 Acres

When writing to Advertisers please mention The National Nurseryman.

### Apple Seedling

Japan and French Pear Seedling

Apple Grafts Made to Order

Catalpa Speciosa and Russian

Mulberry Seedling

Apple Trees, 2 years

Our Apple Trees are a clean, healthy lot, strictly first class and will please you. Let us price your wants.

### Kieffer Pear, 2 Years

Peach      Cherry, 1 year      Gooseberries

Rhubarb      Shade Trees

Flowering Shrubs, in Variety

We have a very fine stock of Althea, both tree and bush form. Good list of varieties.

**J. H. SKINNER & CO.**  
TOPEKA, KANSAS

## BERCKMAN'S SPECIALTIES

WE OFFER TO THE TRADE THE FOLLOWING

### CONIFERS

Biota aurea nana, all sizes. Biota aurea conspicua, from 2 to 12 ft.  
Retinosporas, various sorts. Cupressus pyramidalis, from 1 to 10 ft.  
Thuya Pumilla, Junipers, in variety.

### BROAD-LEAVED EVERGREENS

Aucuba      Azalea Indica  
Berberis Japonica      Camellia Japonica  
Camphor      English Laurel  
Gardenias      Ligustrums, in variety  
Magnolia Grandiflora      Olea fragrans  
Magnolia fuscata      Osmanthus aquifolium

### HEDGE PLANTS

Dwarf Box      Citrus Trifoliata  
Privet, California and Amoor      Spiraea Thunbergii

### CLIMBERS

Ampelopsis quinquefolia      Euonymus radicans  
Ampelopsis Veitchii      English and Algerian Ivy  
Rhynchospermum      Roses, field grown, own roots and budded  
Wistaria, grafted, best sorts

### DECIDUOUS SHRUBS

Cornus      Deutzias  
Exochorda      Hydrangea, Otaksa, etc.  
Philadelphus      Pomegranates  
Spiraeas      Lilacs, best sorts, grafted  
Styrax Japonica      Cercis, Japonica

### SHADE TREES

Elms      Hackberry  
Magnolia purpurea      Salisburia  
Texas Umbrella      Tulip Poplar  
Cercis canadensis      Weeping Mulberry

### FRUIT AND NUT TREES

Apples, leading sorts      Peaches, never offered better stock  
Mulberries, grafted      Spanish Chestnuts  
Figs      Nectarines  
Olives      Almonds  
English Walnuts      Japan Walnuts

We grow a general line of nursery stock for the northern as well as the southern trade. Wholesale and retail catalog for the asking.

**P. J. BERCKMANS CO., Incorporated**

FRUITLAND NURSERIES

AUGUSTA, GEORGIA

Established 1856

Over 450 Acres in Nursery

## Pot Roses

FOR

## Nursery Planting

Ramblers, Climbers, Mosses. Hybrid Perpetuals. Teas, Hybrid Teas, and Dwarf Polyanthas, or "Baby" Roses

Some new, or especially good ones:

Baby Tausendschon Jessie  
YELLOW BABY RAMBLER

Yvonne Rabier Climbing Baby Rambler  
British Queen Mrs. Muir MacKean  
CLIMBING AMERICAN BEAUTY

Excelsa Baby Dorothy

And the best of the staple, commercial sorts in  
2½ inch pots. Complete list with prices  
on request.

## Jackson & Perkins Company

ROSE GROWERS

Newark, - New York

## We Grow and Export:

Fruit Tree Stocks.

Young Ornamental Shrubs.

Roses in best sorts (New and Old varieties.)

Ask for inquiries to

A. Robichon & Fils.,

The Rose Nurseries

Olivet-Orleans (France).

N. B.—In September our English Trade Catalogue will be sent  
on demand.

## Vincennes Nurseries

VINCENNES, IND.

W. C. Reed, Prop.

We are pleased to offer for Spring 1914:

CHERRY—Two Year. All leading sour varieties.  
CHERRY—One Year. General list leading sorts sour and  
sweets.

PEACH—One Year. 30 varieties.

APPLE—Two Year. All grades.

APPLE—One Year. Cut Backs very strong.

SILVER MAPLE. All grades.

Can furnish the above in Carload Lots or less. Also  
Pear, Plum, Quince, Compass Cherry, Currants, Gooseberry,  
Catalpa Speciosa and ornamentals in good assortment.

Please submit list of wants for prices. Personal  
inspection invited.

## Heikes—Huntsville—Trees

Huntsville

## Wholesale Nurseries

Huntsville, Ala.

JESSIE S. MOSS, Prop.



We offer for Spring of 1914  
in large quantities as usual:

### SPECIALTIES

APPLES—Commercial varieties, one and two year, in large supply. As fine in quality as ever grown.

PEARS—Kieffers, one and two years old. A much smaller crop than heretofore.

CHERRIES—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.

CHERRIES—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

PEACHES—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.

ROSES—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.

PRIVET—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.

PECAN SEEDLINGS—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

Address, HUNTSVILLE WHOLESALE NURSERIES  
HUNTSVILLE, ALA.,

## WE OFFER

For Spring 1914

Grape Vines, Currants and Gooseberries  
in all varieties and grades

—also—

Grape and Currant Cuttings and Light  
Grade of Vines for Lining Out  
in Nursery Rows

WRITE FOR PRICES

F. E. SCHIFFERLI, Fredonia, N. Y.

**S**CARFF'S PLANTS  
equal to any  
on the market

Small Fruit Plants our specialty for 25 years. 100,000 Transplanted Raspberry, Blackberry and Dewberry plants, fine for critical retail trade.

Currant, Gooseberries, Grapes, Horseradish, Asparagus, Rhubarb, etc. Hardwood cuttings and layers in large quantities. See our wholesale list before placing your order.

**W. N. SCARFF**

New Carlisle,

Ohio

# APPLE SEEDLINGS

In a sense our business is a Co-operative business.  
Our success depends upon your patronage.

If we do not grow the quality of Apple Seedlings you want, we cannot hope to secure your trade.

We know that. That is why we put so much value in our Seedlings.

Value is the aggregate of the qualities that make a thing desirable.

Value in Apple Seedlings comprises health, snap, vigor; freedom from gall, hairy root, aphis, blotch, etc.

There is no secret in growing Apple Seedlings excepting the secret of success.

Our success has been obtained by giving more value for price than others.

We put value in our seedlings. We give value to our customers.

The growing of Apple and Pear Seedlings is our business—not a side line.

## F. W. WATSON & CO.

Apple and Pear Seedling Specialists.

TOPEKA, KANSAS

# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXII.

ROCHESTER, N. Y., MAY, 1914.

No. 5.

## THE HERBACEOUS DEPARTMENT.

All nurseries carrying a line of ornamental trees, shrubs and evergreens must necessarily add herbaceous perennials to their stock in trade if they wish to fill orders complete, or cater to the retail trade of the private places, or parks and cemeteries.

The perennial business can usually be made profitable if it is given sufficient attention to properly develop it, but it has to have a separate department that must stand entirely on its own feet.

The nursery that assigns a little ground on which to plant a few of the more popular perennials so as to have them when needed, with the idea of caring for them at odd times is sure to find the experiment a failure.

Either grow them with the idea of carrying a very fine collection or not at all.

In the first place it costs money to list them in the catalogue and at least one man to devote his entire time to them.

It is somewhat strange that the average nursery hand knows absolutely nothing about them although he may be able to tell most of the oaks from the bark, or the numerous shrubs from the feel of the wood in the dark; he does not pretend to know the first thing about the herbaceous perennials.

"I wish I knew more about perennials" is almost a stereotyped statement. A knowledge of perennials is a thing by itself and has to be considered in arranging for their production.

Good herbaceous men are not plentiful but one is essential to a successful department. He must be a thorough gardener and horticulturist also have a working knowledge of botany, and know their habitats and history. He does not necessarily have to have so much of the latter as to interfere with his commercial attitude toward plants. It is not uncommon to meet good botanists entirely without the commercial instinct to whom success with a rare plant that is difficult to grow looms larger in his mind than 10,000 well grown plants of a good popular seller. This is usually a weak trait in the college trained men. They don't think enough in dollars and cents, which are the life of the commercial nursery.

The handling of these plants from the sowing of

the seed or the making of the cutting to the digging and shipping is something quite apart from that of all other lines of nursery stock.

The one general operation, keeping the weeds down and cultivating in the summer is perhaps the only one that may be run in with other nursery work and even this is better attended to by men experienced with these plants.

A greenhouse is not essential to the growing of hardy perennials but it is of immense value for seed sowing in early spring. February and March are the ideal months for this work. In a greenhouse, conditions are absolutely under control and few failures need be recorded as compared with frame and out door sowings later in the season. Then again the first six weeks of spring weather are better than all the balance of the year for establishing small stock out of doors. So that young plants grown from seed sown under glass in February are just ready for the field at the proper time.

A very big item of expense in the Herbaceous Department is keeping the ground clean. It is a simple proposition in a block of Paeonies that may be planted in rows to allow of horse cultivation, but the majority of herbaceous perennials do not lend themselves to this method of growing and have to be grown in beds or close rows where hand weeding has to be depended upon.

Ground that is thoroughly clean and free from perennials weeds is absolutely essential. It is a great saving if the plants be put on the dump rather than planted in ground infested with Cock Grass, *Couleulatus*, *Nasturtium* and similar pests because the two are impossible.

Although a collection of perennials will contain plants that spread over the surface of the ground like the *Phlox subulata*, or *Vinca minor* as well as those that are deep rooted like *Papaver orientale* or *Platycodon Mariesii* or Japanese Anemones, practical experience proves that planting all in rows is the most feasible and economical method. It reduces the hand weeding to a minimum, permits of better cultivation by hoeing and the use of planet junior cultivators, keeps the stock true to name by prevent-

ing mixtures and is easier to locate in digging in early spring before the tops show.

It is a false economy not to transplant every year, a few sorts such as Paeonies increase in value when left undisturbed for a number of years but they are very few and most of them deteriorate from saleable plants after the first year. The best plant to send out is one that has had one full season's growth from the time of transplanting, whether it be from seed, division or cutting.

Failure will result in any attempt to bring all plants under one method of handling. Each will have to have its own character catered to. Take for instance the Oriental Poppy and its many varieties. Sow seed in February and prick out in small pots which will be ready for the field as soon as weather permits or if they be named varieties they are grown from root cuttings put in sand in February, they will be ready to go out at the same time. They make good growth during the early spring growing weather, a few will flower, but along in the hot months of August and September the tops will die off, making their appearance again in the late fall.

These plants may be safely handled in the fall or very early spring but at any other time courts failure. They are so long rooted that they are not good pot subjects.

In contrast with these the German Iris may be moved at any time it is possible to dig. The writer has made successful plantings when in full flower.

Some sorts will permit of being dug in the fall and stored in a root cellar, while others are impatient of being out of the ground a few hours.

With such a variable range of plants it can be readily seen that only by studying the needs of the different sorts can a successful department be established.

As in the propagation, cultivation and storage, so it is with the packing for shipment, special methods must be followed to insure success.

It is true such plants as Paeonies, *Eulalias*, *Spiracias* and those sorts having heavy roots may be packed in tight boxes in the same manner as dormant shrubbery but many others are so frail and delicate that each plant must be wrapped separate in paper and packed neither too wet nor too dry. Baskets, crates, trays are needed according to the time of year and kind of plant.

## COLORS.

By JAMES MacPHERSON.

Modern Physicists have eliminated yellow as a primary color, on the ground that it is produced by a mixture of red and green light. It exists in the spectrum seemingly as a pure color, but in small volume. In flowers and pigments it is in constant evi-

dence. Mixed yellow and purple pigments produce various shades of green, but no mixture of violet and yellow light produces a trace of green.

The gardener may reckon as primaries Red, Yellow, Violet and Green.

These in varying proportions will produce in unending shades reds, pinks, browns, lilacs, yellows, oranges, greens, violets, purples and greens in combination with one or other of these, while if all are mixed in pigments they result in white or grey.

There is considerable difference to be observed when using (1) spectrum colors (2) colored lights and (3) flowers in a garden.

Gardeners are aware of the varying effect of artificial illuminants, but none of these require to correspond with the problems with which they are confronted in the gardens, so that it is essential to study the fundamental principles when it is desired to present the best in color effects.

A good deal of the florist work and planting is very poor kaleidoscopic maybe! But not the kaleidoscopic effect of the sun, whose "fiery red, opening on Neptune with fair blessed beams, turns into yellow gold his salt green streams."

The free use of white or grey colors because of the light they reflect powerfully influences the appreciation of the darker reds and purples, clearing the eye they act as magnifying glasses, and their greater use is confidently recommended to the many who plant "Geraniums" and *Rhododendrons* for instance, whose light reds are commonly "killed" as gardeners express it by the proximity of the intense scarlets.

Any colors in flowers if too glaring may be modified by mixing them with greys or whites. It is thus really that the Dorothy Perkins Rose is a pleasingly modified rambler. Similarly a glaring light color may often be toned down by a mixture of brown or maroon. In large gardens where proper spacing is possible, the gray-green or russetty-green grass will neutralize the color masses.

To recapitulate: dark colors may be lightened or brightened by mixing proper proportions of neutral grays or whites. Glaring bright colors may be toned down by mixing neutral browns or maroons, etc.

The whole may be harmonized by ample spaces of green or brown-green grass.

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Everything seems favorable for a good fruit season. The fall was a long open one, which allowed the wood to become thoroughly ripened before the cold weather and the extremely late spring has prevented the buds from pushing and being caught by the late frosts. So far we have had no reports of failures of Peach crops and it is to be hoped that the present out-look will continue until the fruit matures.

## THE COMING CONVENTION.

Thirty-eight years ago the American Association of Nurserymen was organized in Chicago, Illinois, with the late Elisha Moody, Lockport, N. Y., as its first president. Three years later the annual meeting was held in Cleveland, Ohio. Not in thirty-five years, until now, has Cleveland been again selected. It is no wonder, therefore, that the Ohio brethren are preparing to demonstrate to the members of the American Association the truth of the old saying that "Absence makes the heart grow fonder" on the occasion of their forthcoming visit to the "Sixth City," so-called by the Clevelanders.

"The best Convention in years" appears to be the slogan from the Atlantic to the Pacific and from Canada to the Sunny South. Members are hungry for a meeting in the "Middle West," and correspondence shows that the selection of Cleveland is perfectly satisfactory, and that a large attendance will be registered.

### THE CONVENTION CITY

Cleveland is an ideal residence city, and is credited with having commercial advantages to be found in but few of our larger cities. Its streets are more than ordinarily broad and well-kept.

Its public park system includes 1,800 acres—twelve large parks, three of which are located on the shores of Lake Erie. Here, too, is the magnificent monument to the late President Garfield, who was shot and mortally wounded in 1881. The monument was built by public subscription and cost \$150,000.

The healthful pleasures available from Cleveland are too numerous to mention; excursions may be made by boat or rail to scores of resorts.

Seven great railroad systems enter Cleveland, and steamship lines connect it with every port on the Great Lakes. The steamers operating from Buffalo to Cleveland are among the finest afloat.

This brief notice of the Convention city is all we have space for, but will, we hope, serve its purpose in this Announcement. It is here, for the first time in thirty-five years, that the American Association of Nurserymen will assemble and enjoy the hospitality of their Buckeye brethren and their city by the lake.

### CONVENTION HEADQUARTERS

The Committee on Arrangements found it difficult to decide regarding hotel where there were others of equally high standing in the commercial world. The Hollenden, however, seemed to be best adapted for our purpose, hence the selection. It is in the front rank of the notable hostellries of the country; has over 800 rooms, and is not only one of Cleveland's leading hotels but is also the largest and most pal-

atial in Ohio—modern, fire-proof and up to date in every particular.

The Hollenden is conducted on the European plan; its restaurants are particularly attractive as to furnishings, and the cuisine is not excelled anywhere. Charges are moderate for the quality and service rendered.

**Hotel Rates**—Single room with bath, from \$2 to \$3.50. Double, \$3.50 to \$5. Rooms with twin baths, \$4 to \$6.

The management generously furnishes assembly hall and committee rooms, also ample space for large exhibits free of charge.

Members are urged to make early reservation of hotel accommodation, mentioning the fact of their connection with this Association.

### ABOUT THE PROGRAM

The committee believes that, while the opportunities for recreation and social enjoyment are usually ample and tempting, members should by no means let these induce them to neglect the sessions and business of the Convention. Great pains have been exercised to secure an attractive list of speakers on important topics, and members are urged to mark their appreciation of the kindness of these men by according them the courtesy of attendance at the various sessions. It seems almost superfluous to pen this injunction in the face of such an array of practical talent as has been secured, among which are ex-president John Dayton on "Competition;" J. R. Mayhew, president of the Southern Nurserymen's Association, on "Problems of Marketing our Products;" Jefferson Thomas, Jacksonville, Fla., will speak on "Where our Trees are Going;" W. C. Reed will tell of "Pecans for Profit;" the "old man eloquent," C. S. Harrison, of Nebraska, will arouse the enthusiasm of members to the "Mission of Beauty;" John Connon of Annin, Scotland, has agreed to address the Convention on "Trade Conditions on the Other Side;" F. Hogg, of Toronto, will speak for the Canadian nurserymen; Robert Pyle's subject will be "Roses;" Henry Hicks, of Isaac Hicks & Son, will discuss "Fitting Trees to Soil and Climate;" the witty Jim Parker, of Oklahoma, has selected "Water" as his subject, but furnishes no hint as to how he proposes to handle it. Ex-president J. W. Hill, of Iowa, and George C. Roeding, of California, will also have places on the completed program, which will appear in the Badge Book.

### MEMBERSHIP NEXT

Sme years ago the annual Announcement issued by our late lamented friend and predecessor contained

suggestions which are as applicable to-day as then, and are reproduced here:

To join the American Association costs Five Dollars. Send that amount to the Secretary the day you read this notice.

It costs money to do the work of the Association. If you are not a member you are letting others pay a part of your obligation. You may say, "I am asking no favors;" our answer is that the work is being done for you anyway and you are reaping the benefit.

You are saving on freight rates, for example, sums which would worry you if you had to pay them. For you all pay the freight rates whatever they are, whether direct to the railroads or to the growers in increased prices, if they pay.

Just where you would be in tariff matters if it were not for this Association is a question of serious import.

The interstate laws have had much attention and they needed it badly, and in several instances have been successfully contested.

Come in and help. It's a homely motto but a good one, "Do your stint, don't grunt."

A nurseryman should be a member of the Association whether he attends the Convention or not.

#### THE BADGE BOOK

This unique publication will be issued just previous to the convention. There are many lists of nurserymen to be had. There is but one Badge Book. The names in that book represent the live progressive people. They are members of the American Association of Nurserymen. It is the roll of honor of the trade. If you have not been in it heretofore, commence in 1914.

Advertising in the Badge Book is a privilege accorded to members only. It is an advantage you can get in no other way. The membership fee entitles you to publication of name and address only. Rates for advertising and full instructions will be found on blank sent herewith. If you order advertising with membership, send copy with order, as you cannot be assigned a number until space taken is known. If you order advertising and say "Copy will follow" you get a later number than otherwise.

#### ENTERTAINMENT

We are assured by the committee that the citizens of Cleveland and the Ohio Nurserymen will use their best efforts to make the visit of the Association one to be remembered with pleasure and profit, and that means that no money or pains will be spared in providing for the enjoyment of members and aldy visitors. Full details of the various features will appear in the Badge Book.

#### THE EXHIBITS

Have become a very important feature of our meetings, and arrangements for ample space have been

made at The Hollenden. Exhibits are invited from nurserymen and manufacturers of tools, implements or anything used by nurserymen. Early application for space should be made to Mr. T. B. West, Perry, Ohio, chairman of Committee on Exhibits, who expects this year's exhibition to eclipse all former ones.

#### RAILROAD RATES

We have done our best to secure reliable advance information with results given below:

Round-trip tickets will be sold from North Pacific Coast points, viz.: From Bellingham, Everett, Tacoma, Seattle and Spokane, in Washington; Portland, Oregon; New Westminster, Vancouver and Victoria, B. C., to Chicago, for \$72.50. Those residing in California, as well as those in North Pacific Coast points, should confer early with their local ticket agents.

One way rates from various prominent points to Cleveland, quoted below, are in effect at the present time, but are subject to slight change in the new tariff to be issued May 1st. Therefore, we urge those interested to see their local ticket agent early for latest information.

Boston, Mass.	.....	\$14.90
Philadelphia, Pa.	.....	11.50
Baltimore, Md.	.....	11.00
Washington, D. C.	.....	11.00
Chicago, Ill.	.....	7.75
St. Louis, Mo.	.....	12.50
Atlanta, Ga.	.....	18.50
Chattanooga, Tenn.	.....	14.70
Memphis, Tenn.	.....	18.99
Kansas City, Mo.	.....	18.50
Omaha, Neb.	.....	17.75
St. Paul, Minn.	.....	15.90
Portland, Oregon	.....	64.90
San Francisco, Cal.	.....	66.50
Los Angeles, Cal.	.....	66.50
Seattle, Wash.	.....	64.90
Salt Lake City, Utah	.....	46.90
Buffalo, N. Y.	.....	4.25
Rochester, N. Y.	.....	6.03
Syracuse, N. Y.	.....	7.65
Utica, N. Y.	.....	8.70
Albany, N. Y.	.....	10.75
Troy, N. Y.	.....	10.75
New York, N. Y.	.....	13.00

Mr. Will B. Munson, vice-president of this Association for Texas, is arranging so that all Texas nurserymen will attend the Convention in one party and go on the same train to Cleveland. Members and friends living in Oklahoma, Kansas, Nebraska and Missouri are invited to join the party. Write to Mr. Munson, Denison, Texas, for full particulars.

This is an excellent idea, and is commended to other vice-presidents who might be interested enough to adopt it.

## FINALLY

Send your membership fee to the Secretary NOW, accompanied by order for Badge Book advertisement. ACT PROMPTLY.

For further information, write

John Hall, *Secretary*,  
204 Granite Building, Rochester, N. Y.

## SOIL ROBBING VS. SOIL BUILDING.

By WILLIAM GALLOWAY.

The average American farmer has often been accused of robbing his soil by the methods he uses to farm it. This accusation being made by soil culturists who know what good farming is, should long ago have been heeded. We have been called soil robbers

ing. You put the green manure under the ground so the land will get the nitrogen, humus (which is rotten vegetation that makes a soil black) and other organic matter as well as the phosphorus contained in the cover crop.

Deep plowing brings to the surface plant foods that shallow rooted plants cannot reach. That is the why of a good crop following deep plowing. The roots of the growing crop feed upon nitrogen, phosphorus, potash and other plant foods that deep plowing brings up where the crop can feed upon them. Legumes are nearly all tap rooted plants that burrow their way down into the soil and feed upon these plant foods, bringing them nearer the surface and making them available for the grain or other crops which follow. The ability of properly inoculated



*Marshall Brothers, Arlington, Nebraska.*

for the simple reason that we have been taking from the soil more than we have returned to it. Possibly this has been true because we did not really know what to return to the land to keep up its fertility. But it is doubtful if any man really thought about his farming operations and overlooked the fact that what he was feeding to the soil was out of proportion to what he was trying to take from it.

Soil farming is common sense farming. It is taking off crops and restoring used plant food soil fertility. Taking off crops and returning chemical fertilizers is not soil farming, though at times chemicals must be restored so that the land be put quickly into shape to grow crops that will enrich itself. When a cover crop of cow peas or soy beans or vetch is turned under for the green manure it feeds to the soil, the process is nothing but simply chemistry applied to farm-

legumes to store nitrogen in their roots also stores in the soil this first element of all plant food; and in addition to storing nitrogen for crops that may follow them, legumes may be used for money crops, stock feeding crops and other purposes, and will not deplete the land upon which they are grown.

A part of the small roots of all legume plants die off annually and form humus, which makes the soil more porous and consequently adds to its physical condition. Commercial fertilizers must be used annually because the crops on which they are used and their constant leaching away, demands it. Fertilizers are too expensive for permanent farming in the first place, and they do not improve the soil's physical condition. Dig into any virgin soil and you will find it full of humus and plant food. With a little working this soil will become loose and in perfect physical condition to produce most any crop. Ask

any greenhouse man why he is so particular about the soil on his benches. Ask him what he does to make a good rich soil. He will tell you that humus, nitrogen, and phosphorus are all essential to perfect plant growth. Soils that are porous, black and full of humus are filled with plant food and the roots of whatever crop sown on them can feed easily through the soil. The French farmer removes the top soil of his small acreage and takes it with him when he moves into new ground. He puts in a great deal of time in getting it in the right state of fertility and he would rather move it than build up another soil.

Any soil can be improved. In fact it can be made to improve itself. Sow a thin soil to vetch, cowpeas, clover or alfalfa and they will grow in fertility while you take off a yearly crop of seed or grain, which can be used as meal for live stock feeding. Many farmers have found that sowing legumes in corn, cotton or small grain, and then turning this legume under when the seed bed is prepared for the following year's crop, adds greatly to the soil's condition and supplies large amounts of available plant food. Thousands of farms have been saved with a three year rotation of clover, clover following a crop of corn or oats, being seeded with the oats and yielding two cuttings, then being turned under for the next year's crop.

In soils where clover inoculation is abundant, clover has been used to wonderful advantage because of its ability to take nitrogen from the air and store it in its roots. All legumes, if properly inoculated, will take nitrogen from the air and store it in the little wart-like bunches in their roots. The soil contains air and wherever air is found it contains nitrogen, the elemental plant food. If your soil is hard and your seed bed in which you sow legumes, or any other crop, is not properly pulverized, it will take longer for a legume crop to build up your soil. It is easily possible by the proper use of a few simple crops to bring back any soil into a state of fertility that is indeed an improvement on its virgin conditions.

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#### DELIVERING PLANTS IN GOOD CONDITION.

The delivery of trees, shrubs and evergreens from the nurseryman to his customer in good shape is one of the most important factors of his business. There is no question that more trees are ruined during this period than at any other time.

The handling of fruit trees has become a science with the storage cellars and efficient methods of packing. This is made possible by having uniform grades and uniform ways of handling but with ornamental trees the conditions are entirely different.

Trees of all sizes are dug and delivered to the customers, from small saplings to trees measuring five to six inches in caliper. The same applies to the vary-

ing sizes in shrubs, evergreens and other plants. In addition to this such trees and plants of varying sizes cannot be dug and stored but must be dug from the nursery and delivered direct to the customer; locally handled in wagons and if at a distance packed in bales, boxes or loaded on freight cars.

With soft wooded trees, such as Poplars, Willows, Soft Maples and the majority of free growing shrubs, there is usually very little mortality if they are handled with a reasonable amount of care and dispatch, keeping the roots from very long exposure to sun and wind, but in the case of the hard wooded trees, such as Oaks, Beech, Dogwoods and those kinds that do not have many fibrous roots there is always liable to be a greater mortality. For these kinds of trees nurserymen really ought to get a much higher price and give better care in handling. They should dig with more care and where it is impossible to dig with a ball the roots should be kept covered and every means taken to protect what little fibre they have.

In the case of the evergreens it has become almost a universal custom to dig with a ball and burlap, with perhaps the exception of small stock and some of the very free growing kinds, such as Norway Spruce and American Arbor Vitae, but many nurseries now are including even these and also the choicer shrubs and small trees that are usually difficult to transplant, such as the Japanese Maples, Dogwoods, Magnolias and in fact any shrub that can be dug with a ball successfully and where the price obtained for it will warrant the extra labor and expense. Very few customers object to paying a little more for transportation owing to the weight through being shipped with a ball as all planters realize the extra value of plants that have been carefully handled and the roots kept from exposure and it would be better for the nurseryman to adopt a policy of more care in digging, better care while out of the ground and charge a higher price for the extra cost of such service.

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#### GOOD REPORT FROM THE WEST.

Marshall Bros., Arlington Nursery, Arlington, Nebraska, report that they have had a very satisfactory season this spring, and the best clean up they have had for several years. Business has been extremely brisk and a good per cent. of it coming right in the shipping season. Some varieties of Apples have lagged a little but the general stock is cleaning up extremely well and many varieties of fruit are entirely exhausted even before the close of the shipping season. They report that nurserymen and horticulturists in their part of the country are in a very optimistic and enthusiastic frame of mind with the prospects of a good season to follow. Conditions in that part of the country are very good generally and with average climatic conditions antici-

pate one of the very best seasons the nurserymen of the west have had for a good many years.

### THE NURSERY EMPLOYEE.

By One who has been Through the Mill.

What are the prospects a young man may look forward to in learning the nursery business? At one time a boy began weeding when he was from twelve to fourteen years old. Now he is usually sixteen or more with a grammar school education, possibly better, before he applies for work at a nursery and there are very few boys of this age (American born) apply for outdoor nursery work. This is particularly true when the nursery is located near a city, where the

A boy of sixteen, if he is quick and hnsky, will receive four or five dollars a week. About one in ten will stick out the spring shipping season. The others would rather take up more congenial employment, such as caddy for the golfers, helper on an ice wagon, etc., where more money can be made and where there is more time for base-ball or other outdoor sports. Sport looms larger in the eyes of normal youth than does future success.

Nursery work is healthy for those already in good health.

The boy who has intentions of becoming a nurseryman, must be a sticker, for there are few inducements and much to learn.

He must become familiar with the common and bot-



*Evergreens at the Arlington Nurseries, Arlington, Nebraska.*

office, store, factory and building trades offer inducements for the young man to learn quickly and command higher wages.

After a period of apprenticeship the average of which is four years in the building trades, he can command \$3.50 to \$5.00 per day of eight hours; with the Saturday half-holidays, which is enjoyed by most all grades of labor the year round.

The office, store and factory offer clean work, where he can go and come home dressed, this with many holidays is a big inducement to the young man at this age. They wear gloves to do any class of manual labor. Soiled hands? Never!

On the nursery the hours are likely to be much longer, and where there are greenhouses he is expected to take his turn at Sunday duty. The Saturday half-holiday is allowed on some nurseries for a couple of months in summer and sometimes for a period in the winter.

anical names of the trees and plants and their meaning. He must learn to know the trees, shrubbery and plants. He must learn to distinguish colors, for he may be called on any time to give a clear description of flowers, foliage, time of blooming, etc., of any one of the numerous varieties of for instance Roses, Paeonia, Iris, Spiraea, Maples, Oaks, etc.

He must learn to recognize plants and trees by their foliage, bark, buds, roots, habit of growth and to collect, clean and care for all seed, how to care for them, time to germinate and many other methods of propagation, proper time to perform the work, such as cuttings, grafting, layering, inarching, budding and which kinds are best grown by the various methods.

He must learn the condition under which trees and plants grow in their native haunts, how to create that condition for them, the location in which they grow best, wet, dry, shade or light places. About their

diseases and insect pests. How to mix and apply fungicides, insecticides, etc., to cure diseases and exterminate pests.

He must learn to protect them in summer and winter, to develop them into healthy and shapely plants, understand the cultivation of the soil and its effects on the plants.

He must learn how to dig and handle all kinds of stock quickly and carefully, how to pack stock to carry safely by any route, railroad, steamship, express, mail to any part of the world, also local delivery. He will learn to make the cases or bales in which they are packed for he must be a handy man, teamster, carpenter, machinist, plumber, steam fitter, painter, glazer, mason, cement worker, fireman, coal heaver and various other trades combined.

His constant companion is a nine pound spade.

A knowledge of nursery work is not gained in a day, there is always plenty to learn, none know it all and not one ever will, life is too short. Methusaleh did not live long enough to study the various branches of nursery work.

If a lad of sixteen be a hustler and proves to like the work, his wages are raised slowly, half a dollar or a dollar per year, usually too slow to hold him from a more lucrative job, for very few bright, thrifty lads stick until they are men.

At the age of twenty-one they are making from nine to ten-fifty per week. Any laborer can command the same pay or more. At a trade the lad would receive from \$3 to \$5 per day. At the age of 25 or 30 a nurseryman will average \$14.50 to \$15 per week, almost equal to a motorman or conductor on the street cars. It requires three whole days to learn either.

On every nursery will be found a few real stickers, that are loyal and like the work, who have put in years and do not feel like graduating as motormen, or better paid men such as policemen, firemen, or civil service, which any of these men could pass.

In the busy season they will work in the rain or the snow until soaked through to the skin or stay overtime to get necessary work done. They are on the job every day and do not complain no matter what the task may be. They know what is to be done and do it, without urging, usually directing several other men.

You can readily pick them out from among the bum, hoboes and newly arrived foreigners hired extra for the busy season, but their compensation is seldom equal to other lines where less brains are required.

Ten years ago, \$15 per week, steady the year round would have been good wages. At the present time it is spending money for the single man, while the struggler with a family can manage to exist, provided he has a poor memory when bills become due.

With his abundant knowledge of horticulture, were his abilities known there are many fields open to him, such as large private estates, parks, foresters, etc., but he sticks to the nursery. He is essentially a grower without capital to go into the Nursery or Landscape business for himself and very slim chances of acquiring it.

He may look forward to becoming superintendent at some remote time if the present one dies, about the same chance as a common sailor has of becoming admiral of the fleet.

The lad that enters the nursery business from the office end has more opportunity for advancement. He can get experience from both sides. He is thought more of generally and is not thrown continuously in contact with the lowest element of foreign labor, like his outdoor brother, which does not improve the use of good English language or thought.

His surroundings are better at all times; those above him help to direct his thoughts, his general conversation is improved, there is no hard labor or drudgery, hours of labor are less and he has more opportunity for study.

Everything considered the inducements for a young man of good calibre to stick to the nursery business are very few. It is curious employers do not realize this to a greater extent and plan to increase them, because the graduate by way of the spade produces the employee that is really worth while.

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#### AN ACT TO AMEND THE AGRICULTURAL LAW OF NEW YORK.

National Nurserymen Publishing Co.,

Gentlemen:—

I am able to make a report on the status of the Bill introduced into the New York State Assembly by Mr. Gillette, February 24th, 1914, and also, at the same time, in the Senate by Senator Wilson.

This Bill was an amendment to the Agricultural Law in relation to the sale of fruit-bearing trees. The Bill was formulated by the Legislative Committee of the New York State Fruit Growers' Association, after consultation with the Legislative Committee of the New York State Nurserymen's Association, and after its introduction some errors were discovered, and after several conferences it was possible to harmonize the views of the two Committees, and several amendments were made to the Bill, and it is my information today that these amendments have been agreed to by the introducers in the Assembly and Senate and that all differences have been smoothed out.

The Bill as amended is on the calendar of both Houses, but whether it will be reached at this late date I am unable to say.

The Bill as amended is as follows:

STATE OF NEW YORK

No. 820.

Int. 778.

IN ASSEMBLY,

February 24, 1914.

Introduced by Mr. Gillett—read once and referred to the Committee on Agriculture.

AN ACT

To amend the agricultural law, in relation to the sale of fruit-bearing trees.

The People of the State of New York, represented in Senate and Assembly, do enact as follows:

Section 1. The title of article eleven of chapter nine of the laws of nineteen hundred and nine, entitled "An act in relation to agriculture, constituting chapter one of the consolidated laws," is hereby amended to read as follows:

different kinds or varieties there must be attached to each tree therein a like label.

Sec. 264. Damages accruing from sale of trees. Nothing contained in section two hundred and sixty-three or any other section of this chapter shall be construed to deprive a purchaser of any fruit-bearing tree of his remedy at law in a civil action to recover damages sustained by reason of such trees proving untrue to name as specified on the label. Such damages may be recovered in a civil action by the purchaser of such fruit-bearing trees or by his personal representative or assignee at any time prior to the third bearing year, provided the purchaser notifies the seller as soon as he has reason to believe that such trees are not true to name. In any action to recover damages suffered by the purchaser by reason of any fruit tree or trees not being of the name or



*At Arlington Nurseries, Arlington, Nebraska.*

**Apples; Pears; Peaches; Quinces; Fruit-bearing Trees.**

Sec. 2. Such chapter is hereby amended by adding at the end of article eleven three new sections to be sections two hundred and sixty-three, two hundred and sixty-four and two hundred and sixty-five, to read, respectively, as follows:

Sec. 263. Sale of fruit-bearing trees. Every person, firm or corporation selling fruit-bearing trees shipped from any point in the state of New York must have attached to each car, box, bale or package a copy of a certificate of inspection issued by the state department of agriculture and signed by the commissioner of agriculture, valid to the first day of September next following the date of issuance thereof. There shall also be attached to each bundle or package of such fruit-bearing trees a label specifying the name of variety of trees contained therein. In case such bundle or package shall contain trees of

variety under which they were tagged and sold, the seller shall have the burden of proof in establishing that any contract not in writing or any provision of any such contract exempting the seller from liability or limiting his liability was fully understood and agreed to by the purchaser. In every case of a sale of fruit-bearing trees in lots of twenty-five or more, the seller must at once furnish to the purchaser a copy of such contract upon the face of which shall be plainly printed the following: "In any action to recover damages suffered by the purchaser by reason of any fruit tree or trees not being of the name or variety under which they were tagged and sold, the seller shall have the burden of proof in establishing that any contract not in writing or any provision of any such contract exempting the seller from liability or limiting his liability was fully understood and agreed to by the purchaser." The seller must also

accompany the shipment of such trees with an itemized list of the same, which list shall also give the name of the county and state where the trees covered by it were grown, the age of the trees, and the name and address of the person for whom the trees were grown, if requested by letter or in writing on the contract by the purchaser at the time of purchase. Within five days after the receipt by the purchaser of the trees and the list thereof the purchaser shall compare and notify the seller of any discrepancy between the list and the labels on such trees.

Sec. 265. Agent to carry certificate of authority. Any person, firm or corporation acting as agent for another in the sale of fruit-bearing trees in this state shall carry with him, at all times when engaged in selling trees, a certificate in writing signed by his principal and properly acknowledged, showing his authority to act as such agent and upon request shall exhibit the same to the purchaser and shall leave with the purchaser a copy of the contract bearing on its face the clause referred to in section two hundred and sixty-four.

Sec. 3. This act shall take effect September first, nineteen hundred and fourteen.

#### HONOR TO WHOM HONOR IS DUE.

Through an inadvertence the author of "Increased Cost of Production" published in the April issue of the National Nurseryman was not given. It gives us pleasure to state it was by V. A. Vanieek, Newport, R. I., having been read before the meeting of the Ornamental Growers Association held in New York City, January 12, 13 and 14th.

The National Nurseryman,  
Gentlemen:—

Following up my last bulletin on the subject of Uniform State Legislation, I am glad to say that the matter is still progressing satisfactorily. Our Committee has received a revised draft of the bill from Prof. Sanders, which has been gone over carefully, and in reply some suggestions as to amendments and alterations have been made to Prof. Sanders, and are now being considered by him.

The American Pomological Society, at its last convention, appointed a committee on uniform state legislation, of which Mr. Orlando Harrison, of Berlin, Md., is chairman, and we are now in conference with Mr. Harrison. It is peculiarly fortunate that the Pomological Society should have selected as chairman of its committee a nurseryman of wide experience and good judgment, and it is felt that when the inspectors and the fruit growers and the nurserymen can unite and co-operate on a measure of this character, that there should be a good chance for a successful and satisfactory outcome.

It is hoped that a final agreement on the bill can be

made in time so that some work may be done in some of the states next winter during the legislative session.

While a matter of this importance cannot necessarily be hurried, your Committee feels that good progress has been made and that the chances are bright.

Yours truly,  
William Pitkin, Chairman,  
Committee on Uniform State Legislation.

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The School of Horticulture for Women, Ambler, Penna., is progressing slowly but surely towards success.

President Jane B. Haines in her annual report said that numerous contributors had been recorded and everything pointed toward a rosy future.

The students, of which there are quite a number, have just issued the first copy of the School Paper "Wise Acres," a very creditable effort. May it live long and be worthy of its cause.

The object of the School is to teach women how to obtain a livelihood from the soil.

#### THE SHIPPING SEASON.

The fates have been unusually unkind to the nurseryman this spring, especially in the east for everywhere comes the same reports of poor shipping season due to the lateness of the spring.

Last fall was an unusually good digging season owing to the absence of cold weather until late winter so that everything was stowed away in fine shape and fall work well advanced. But this spring indicates a season fully two weeks shorter than usual which almost cuts the nurseryman's harvest time in half.

Well on into April snow, rain and freezing weather were the rule and nurserymen were quite at a loss to know what to do. In some localities, they were calling for their stock while in others they were buried in snow and as one nurseryman tersely expressed it "Things were pretty rotten."

Even at this late date in the vicinity of Philadelphia buds have barely started to push yet and the season so far has been so short and is really so advanced that hot weather is expected daily which will soon put a stop to digging.

#### LETTER FROM AN OLD SUBSCRIBER.

The National Nurseryman you sent me some time ago, made me feel that I had again met an old friend with whom I was formerly familiar; for as you can verify by looking over old subscription lists, I was formerly a subscriber, and felt then that I needed the paper.

I have never grown much stock, and several years ago sold what land I had and since then have bought what I have needed to carry on my business. For the past two or three years I have been curtailing my business, so that now it is about as small as it can be and amount to anything at all. It is hard entirely to abandon a business with which you have been identified through a period of years, but circumstances are sometimes compelling.

I am past my three-score-and-ten age, and that means that I am living on borrowed time and feel disposed to take life a little easier, and indeed I begin to feel compelled to whether disposed to or not.

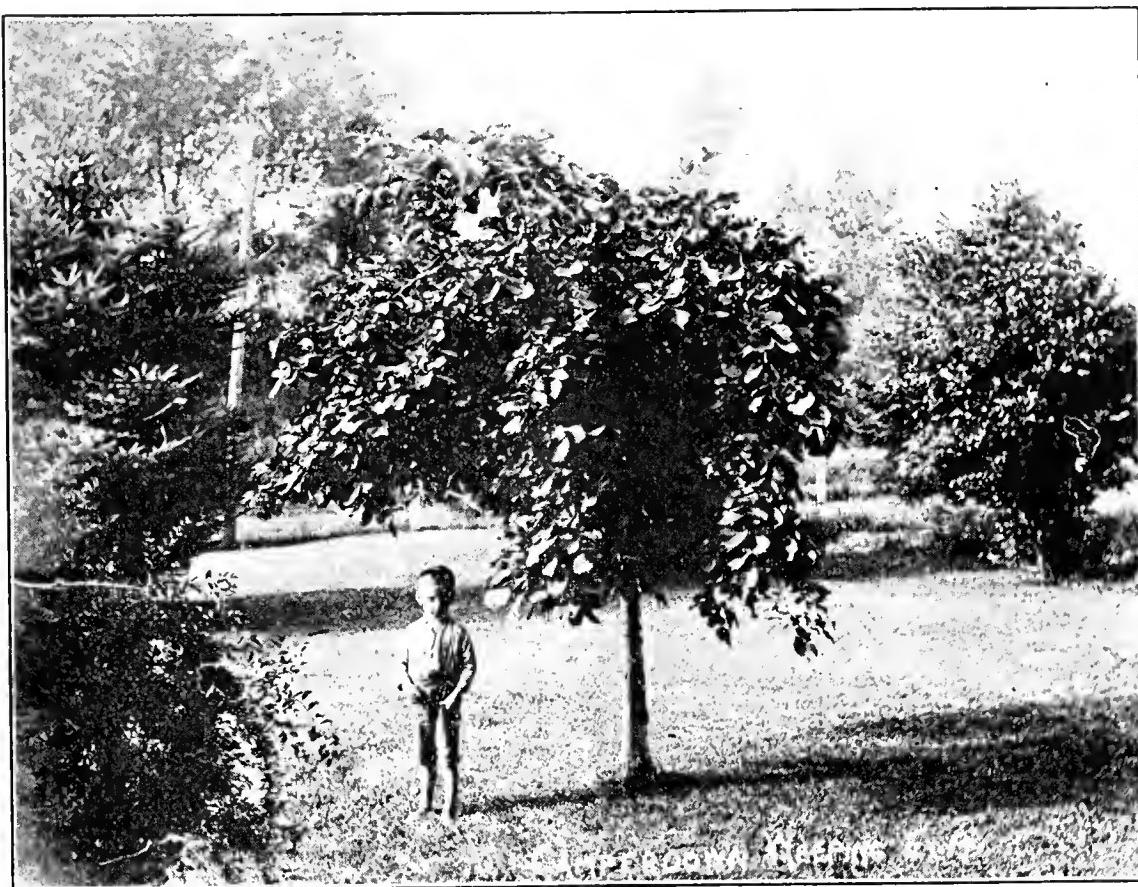
I beg to remain, Very truly yours,  
D. B. Hazen.

they will grow after being transplanted, if ordinary care and attention are given them in their planting and cultivation.—*Florists' Review*.

### THE LIFE OF SEED.

The Gardener's Chronicle of March 14th gives a very interesting editorial on the researches of Mr. F. Kidd, who it seems has proved that deterioration of the germinating power of seed may be prevented, or at least delayed. He has established the fact that if seeds be kept in an atmosphere containing from 20 to 30 per cent. of carbon dioxide their germinating capacity may be held up indefinitely, and that they are none the worse for their enforced rest.

This is valuable information and may prove of



*Growing on The Arlington Nurseries, Arlington, Nebraska.*

### WARRANTY OF NURSERY STOCK.

#### Legal Decisions Affecting Sales.

The rules of law which have been recently mentioned in The Review as applying to warranties in the sale of seeds, and to seedsmen's liability for breach of such warranties, are largely applicable also to sales of nursery stock.

One of the late appellate court opinions on these points is that handed down by the Idaho Supreme Court in the case of Grisinger vs. Hubbard, 122 Pacific Reporter 853, wherein it was decided that a nurseryman who grows young fruit trees for sale to persons desiring to cultivate fruit orchards with a view to raising fruit for commercial purposes is presumed to warrant that the trees sold are adapted to those purposes. This warranty includes an implied representation that the trees are in such condition that

great economic value to the seedsman and horticulturist as soon as the principle is thoroughly understood.

### NOTEWORTHY CATALOGUES.

A booklet out of the ordinary is being sent out by Spring Hill Nurseries, Tippecanoe City, Ohio. Its comprehensive title "What, Where, When and How to Plant" is fully explained in its pages.

Freely illustrated and written in a way that the veriest amateur can follow instructions which are thorough and practical.

Most catalogues are written from the Nurserymen's angle for the purpose of selling stock. The author of this appears to have had only the customer and his needs in mind.

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Editor ..... ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in Nursery Stocks of all kinds.  
It circulates throughout the United States, Canada and Europe.

**Official Journal of American Association of Nurserymen**

**AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900**

## SUBSCRIPTION RATES

One Year in Advance.....	\$1.00
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Foreign Subscriptions, in advance.....	1.50
Six Months .....	1.00

Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed. Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered in the Post Office at Rochester, N. Y., as second-class matter.

Rochester, N. Y., May, 1914.

If we analyze and get right  
ILLS OF NURSERYMEN down to bed rock we shall  
ARE LARGELY HIS find nearly all the ills that  
OWN MAKING trouble the nurseryman

largely of his own making  
and many of them preventable if nurserymen would  
only get together and agree on a sane policy.

It is true that there are always rebels, pirates and quacks that prefer sharp practice to open honest dealing even if the latter were more profitable, but, fortunately these are in the minority and while they will always make trouble they would never dominate the business if there was harmony of action in the trade at large.

The Convention is the one great annual opportunity to get together and talk things over, hear what the other man has to say and determine subsequent action. The brother that hangs back and complains is very like the balky mule who impedes progress, being hitched to the team he must pull his share or he puts a heavier load on the others.

Don't be discouraged because the American Association of Nurserymen has not prevented some agency concern offering 40 or 50 per cent. commissions plus extras on collections not averaging over 75 per cent. or because some nurseryman is freely practicing the evil of substitution with impunity. Or because the Association has not prevented surplus and

consequent demoralization of prices and a dozen other ills that go to vex the nurseryman trying to do an honest business and support a family at the same time.

Get together and fight, put in at least one good punch by attending the Convention and voicing your sentiments. You will meet nurserymen with ideals and who are leaders. You will be heartened by finding out the most successful firms are managed by honest men who are useful and who are giving their time and brains to the elevation of your own business.

Come to the Convention with some scheme in your mind to advertise or increase the general demand for nursery stock. Don't overlook the fact that if nursery stock was used as much as it should be there is not half enough nurseries in the United States to supply it. A thought of your own might be the one thing that would start the ball rolling in the right direction. Many minds focused on the same subject are sure to bring effective action and there are no ills that trouble our business that cannot be considerably lessened by united effort.

## WASTE

What is the biggest waste, has the most lost effort, and is the most expense in connection with the nursery business? If we analyze the subject thoroughly in all the details of production and distribution there is but one answer, advertising. Of course under this heading must be considered the catalogue, periodical advertising, in fact every expense in connection with introducing the goods to the possible purchaser. Unless a business does advertise of course it soon begins to go back and eventually out of existence.

A man to a certain extent can be quite independent in his methods of production, providing he produces saleable goods, but when it comes to acquainting the public with his stock the limits are narrow and he enters the race in which there are many competitors.

Every nurseryman knows more or less the cost of his biannual catalogue, the cost of advertising the same or procuring names of persons who would likely be interested in it, and all that preliminary expense necessary to place it in the hands of those of which a very small proportion order. The nurseryman is giving his best and the printer is coming bravely to his aid, and it is heartbreaking to realize that only from ten to twenty-five per cent fall on good ground.

The balance is waste, misdirected energy and loss.

There does not appear to be any figures available but anyone who will stop to think will admit that under the present system 1000 possible purchasers are very likely to get 20,000 catalogues and these pos-

sible purchasers are those already disposed to buy.

Suppose this waste could be converted into channels to educate the public to their need of nursery stock. Would not every individual nurseryman in the country be better off. All it really amounts to is for united nurserymen to advertise and demonstrate plants rather than their individual business.

It is a safe statement that if the fruit growers of the Hood River Valley had each advertised his own apples Hood River Apples would be still unknown outside the limited few, by combining they have demonstrated their goods to the world.

Few nurserymen but that will admit these conditions and fewer still that it is possible to change them.

As a theoretical scheme we will suppose that all nurserymen doing a retail business in an isothermal district of the United States agreed to issue only a bare price list such as the trade uses and then have the American Association distribute a descriptive catalogue without firm name to every name sent to them, one and one only.

This catalogue could be such a one that no individual firm could possibly turn out at its own expense.

Many objections arise in the mind of the impracticability of the scheme, yet it is worth thinking about.

The dreams of today are the realities of tomorrow.

#### TREES AND THE BOY SCOUTS

The idea of enlisting the interest of the boy scouts on behalf of the trees by making them guardians of the city trees as has been done in Philadelphia, is a splendid one and should be emulated by every city, town and village in the United States.

The average boy seems to be instinctively destructive to trees, he seems to take mischievous delight in bending or breaking the young ones, peeling off their bark, or in other ways mutilating them as only a boy can. To make a number of them tree wardens with authority to enforce the law will do more than could be done by any other means.

It will not only instil in their minds the value of trees, but it will direct the courage of their brave, young hearts towards tree protection. Trees will surely have friends with the boys on their side.

The plan is to appoint only those who have shown their fitness by writing an essay on trees and how they will go about their duties.

#### THE VALUE OF MAGNESIUM IN THE GROWING OF ROSES.

The Missouri Botanical Garden Bulletin says— Although it is generally believed that magnesium is poisonous to all plants, Tonk, as early as 1889, re-

commended a manure for roses containing sulphate of magnesium with, however, an excess of lime. Here the matter rested for twenty years. In 1909, Triffant noted the large proportion of magnesium found in the analysis of roses, and stated that soils deficient in this element produced but a weak growth of roses, but that the addition of magnesium salts brought about a marked increase of vigor and growth. The following year at the International Rose Conference, in Paris, the particular value of magnesium for roses was one of the subjects for discussion. It was declared to be indispensable and it was stated that it should always be given in the form of sulphate in doses of about five ounces to the square yard.

As the result of recent experiments at the Garden, and the experience of at least one practical rose grower of national reputation, it is believed that the following practice is correct: Attention should be called to the fact that all roses do not react alike, and some varieties not yet tested may not respond satisfactorily or may even be slightly injured by the magnesium. One should, therefore, proceed cautiously. If plants are to be watered with a solution, use nitrate of magnesium at the rate of one ounce to the gallon. This may be used once a week through the season, but if any ill effects are noted, the application should be discontinued. If the magnesium is to be applied dry, it is better to use finely powdered carbonate of magnesium which contains a certain amount of lime. This should be applied at the rate of one-third of a pound to the square yard. No immediate effect will be noticed from the application, but later, increased sturdiness and consequent richness of foliage and blossom should result.

#### CANADA BARS NURSERY STOCK AND SEEDS FROM GOVERNMENT MAIL.

Notice has been served on the United States Post Office Department that from now on all importation into Canada of nursery stock, trees, shrubs, plants, vines, grafts, cuttings or buds through the mails will be prohibited.

The exception to the ruling is florists' stock, such as cut flowers, herbaceous perennials and bedding plants. These will be admitted if they are properly tagged and the contents noted on the outside of the package.

The catalogue of G. W. Van Gelderen, Boskoop, Holland, for fall 1914 and spring 1915 is being distributed in good time.

It contains a fine list of Rhododendrons and Roses. Among their novelties is the new Polyantha Rose, "Betsy Van Nes" and Mevrone G. W. Van Gelderen a hybrid between Gloire de Dijon and Captain Christy.

## ADDRESS BEFORE THE NORTHEASTERN GEORGIA APPLE GROWERS' ASSOCIATION.

By MR. LOUIS B. MAGID, of Tallulah Park, Georgia.

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It is said that an Apple a day will keep the Doctor away. A Michigan Apple Grower recently said before the Apple Advertising Association of America that a Michigan apple will keep two doctors away. I say a Georgia apple a day will starve the entire medical profession.

Northeast Georgia possesses all the natural conditions paramount to the successful conduct of Commercial Horticulture and "Apple growing in Particular," in fact the entire Northeastern corner of Georgia ranging in altitude from 1,500 to 3,000 feet is Nature's own nursery, not only for Apple culture, but for almost everything in Agriculture. The mild climate of the winters and the cool nights of the summers, the ample rainfall, perfect air and water drainage makes Northeast Georgia a healthy and thriving place for man, beast and plant life. With such natural conditions at our disposal, where man, beast and plant life can thrive to perfection, I ask, how much longer will we remain blind to these great opportunities of becoming the foremost fruit and meat producers of the South?

Agriculture is the foundation of manufacturers and commerce. The attainment of material things in life depends largely upon specialization in one's chosen life work and success is attained only by persistent work based on scientific lines and business methods and some more work.

That the profession of Agriculture in its varied branches offers today for a young man the greatest opportunity in life, no one doubts, but the rewards and fruits of this line of business are not attained unless the same amount of energy, business acumen and persistency is given as one does to other lines of business of individual or corporate successful attainments.

Apple raising in North Georgia is, in a sense, not a new discovery. When white men first encroached upon the Indian inhabitants of these mountains the Apple Tree was found here prospering, however. Commercial apple orcharding in Northwest Georgia is what we are here to discuss. The natural requisites to produce a superior apple suitable for home and export markets we possess, the problem that confronts us is to maintain the present fertility of our soil, the proper selection of varieties, careful attention and proper cultivation of the young apple trees, spraying, pruning in time with the proper materials and tools, and last, but not least, the careful packing and delivery of and honest grade bushel of

apples to the consumer. I need not take your time to tell you that the Georgia apple is superior to those of other sections in flavor, size and keeping qualities. This is an acknowledged fact even by States where apple culture is one of their principal industries.

There now exists a growing demand for perfect apples. Northeast Georgia, more than any other section, is capable of supplying the same since the consumer is willing to pay for perfect fruit. If you will examine the market page of my Cosmopolitan daily paper, you will see that even the humble and undesirable apple known as "Ben Davis," is quoted at \$6.00 per barrel, wholesale, which means \$2.00 per bushel. A Massachusetts daily paper speaking recently editorially on the price of apples, states that Baldwins are selling at \$7.50 per barrel in Boston, which is \$2.50 per bushel. That one bushel box apples are selling in Boston at from \$2.50 to \$4.50 wholesale.

Gentlemen, you know the profits that await you in the culture of apples even when sold at prices of one half of that which I have named here, but the day has passed when the products of the orchard and farm will be sold without profit to the producer, as has been the case heretofore. We have been accustomed to hear statesmen, bankers and the average man discussing "High Cost of Living." Of the many reasons advanced it is my opinion that one of the causes of "High Cost of Living" does not entirely rest with the prevailing idea that it is the "Middle Man and High Freight Rates," but there is a third factor and a legitimate one that makes the cost of present day living higher than in former years and that is, the producer demanding his legitimate and due profit, earned by the tilling of the soil in supplying food and sustenance not only to the entire population of the United States but many foreign countries.

The greatest commercial crime committed in the 19th century was against the farmer, who is the real producer of wealth, but who got this wealth? Not the farmer, owing to lack of scientific knowledge in his business, but largely the unwillingness on the part of the bankers and business men to give him the required financial co-operation to make the occupation of farming a business. In addition, our own government, in creating its National banking system, put the stamp in the statute book that the farmer, the backbone of the nation and the government,

was not a fit person to be accommodated with banking facilities created under the protection and help of the government, while the average peanut street vender and the Wall street gambler received banking accommodation. The little help the farmer did secure from his local country bank was nothing more or less than on a usury basis. With all these handicaps the horticulturists and farmers have been the saviors of the country's credit in every panic and business depression and created the great wealth now possessed by the United States.

I congratulate President Wilson upon correcting the crime and shame committed against the nineteenth century agriculturist by his persistent effort of having passed the so-called "Currency Bill" and it is gratifying to see the decision of the bankers all

A decrease in bearing trees of 50 million trees and an increase in demand for apples by 16 million people. The condition of the decrease in apple trees are only being remedied by new plantings, but there is no remedy and no remedy is wanted to stop the increase of population demanding a supply of apples. The cause of the decreasing number of bearing apple trees, which will continue for numbers of years is of the fact of cleaning up old-time orchards that have been neglected to a point that its inferior insect infected fruits are not any longer marketable. A well-cared for apple orchard has a long life and will improve with age, which is the opposite with a neglected orchard, as it soon becomes worthless.

The possibilities of profits and dividends on a well-planned and constantly, scientifically cared for



*At Arlington Nurseries, Arlington, Nebraska.*

over the country to come under the provisions of the new banking law, because this new law gives encouragement to those identified with horticulture. When the new banking system is in full operation, horticulturists, those possessing enterprise with successful records of business management will, in my opinion, obtain the requisite banking credit for the carrying on and extension of their enterprises without submitting to the exacting commissions frequently demanded and paid on loans by responsible horticulturists under the present existing banking conditions.

According to the U. S. Census of 1900 there were 201 million bearing apple trees, and in 1910 there were only 151 million, a decrease of 50 million in ten years. In 1900 there were 76 million apple eaters and in 1910 there were 92 million apple eaters, an increase in apple eating population of 16 million.

apple orchard in North Georgia is well demonstrated in a government bulletin published as far back as 1900, and written by the most eminent pomologist of the United States Government, Mr. George B. Brackett. In that bulletin Mr. Brackett says: "The product of a single tree will sometimes sell for \$10.00 or more and fifty such trees can be grown on an acre of land." Fifty trees to the acre and \$10.00 per tree. This makes \$500.00 production from one acre of apple trees. It should, however, be remembered that Mr. Brackett was speaking of apple profits 14 years ago, when orchardists as well as agriculturists in general, sold their product at cost of production, plus a bare existence for themselves and their families. Any one can figure the possibilities of a well-cared for orchard in Northeast Georgia, because of the natural and God-given conditions we possess.

Gentlemen, apple growers of North Georgia, I have come here not to teach but to learn, hence I shall close my brief remarks and in doing so I desire to call your attention to two important features that are essential to successful commercial orcharding and these we must all co-operate to bring about, because of the fact that they are not natural conditions, they are conditions dependent upon us to create:

1st. In having our State Legislature enact stringent laws for the protection of fruit trees and plants in general by making it unlawful to maintain orchards unsprayed and otherwise neglected. Such neglected conditions create disease and breed undesirable and hurtful insects that injure and damage the fruit.

2nd. The absolute necessity of securing railroad co-operation to facilitate the handling of our fruit and inter crops as well as equitable freight rates.

We can have these, as this is the day when government agriculture, commerce, manufacture and trade are assuming new forms and accepting higher standards of justice and equity, and in the general change of conditions the varied relations of horticulture will command an honorable position and perform more useful services to mankind.



## From the U.S.D.A.

### MAIL IMPORTATIONS OF PLANTS.

March 11, 1914.

Dear Sir:

For your information on the subject of the restrictions placed upon the importation of plants in the mails from foreign countries, you are advised that an order issued by the Second Assistant Postmaster General December 16, 1913, prohibits the importation from foreign countries through the mails of all plants and plant products for propagation, including seeds, except field, vegetable, and flower seeds. This prohibition, therefore, applies to bulbs, roots, and tubers, and to all seeds of trees, shrubs, or other plants, except only field, vegetable and flower seeds.

Cotton seed, which would be rated as a field seed, is, however, prohibited entry into the United States from any foreign country except certain States in Mexico by Quarantine No. 8, and this prohibition, therefore, naturally extends to mail packages as well as to shipments by other carriers. Domestic Quarantine No. 9 also prohibits the movement of cotton seed from Hawaii to the United States.

Under the order issued by the Second Assistant Postmaster General nursery stock and other plant products for propagation, except as noted, received

in the mails from foreign countries are to be returned from the post office of receipt, as prohibited, to the country and place of origin.

This restricts the carriage of such products from foreign countries to other means, such as by express or freight. Importations by these methods pass through the customs office in the normal way, and are under complete control. Postal sendings are entered under an entirely different system and necessitate examination at any little post office throughout the United States.

It is possible to transmit many injurious insects and plant diseases in lots of plants or seeds sent through the mails, and the inspection of such mail sendings is an impossibility without a vast army of inspectors. It was, further, found necessary to make the restriction very broad, much broader than the original definition of nursery stock, for the reason that foreign shippers, and postmasters as well, were quite unable to make the distinction between nursery stock and herbaceous plants, etc., and the only safe course was to exclude all plants from mail sendings with the exception of the seeds noted, which are deemed to carry comparatively little danger of introducing insect pests or diseases.

This information may be of use to inspectors in the case of any mail shipments being referred to them for examination through error or lack of information on the part of the local postmaster.

Yours very truly,  
C. L. Marlatt, Chairman of Board.

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The Forest Service is responsible for the statement that the Monterey Pine is doing wonderfully well in New Zealand, where it is called the "Remarkable Pine" on account of its remarkable growth. One individual tree 46 years old was estimated to contain more than 6000 board feet. The average White Pine trees of the same age in this country when grown in the forest seldom contains much more than 125 board feet.

The Monterey Pine naturally grows in a few restricted areas in southern California and has never been held in very high esteem in this country. Its remarkable behaviour in New Zealand has suggested further inquiry into its possibilities in different localities in this country.

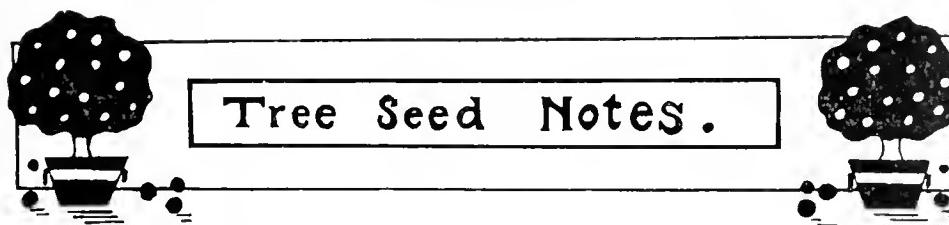
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The Daily Consular and Trade Reports state that the value of the flowers from the French and Italian Riviera will amount to no less than \$12,200,000. The average annual net profits made out of the trade in the Riviera by the actual growers is estimated as \$2,725,000. Early vegetables and fruit \$1,168,000, giving total annual profit of the growers as \$3,893,000.

The fruits and vegetables are shipped about as

follows: During 1912 3,500 tons to Paris, 2,000 to Great Britain and 3,800 tons to Germany.

We have Rivieras in the United States but as yet the trade of raising cut flowers for market has not reached the extent that it has in the old country but it is something to look forward to.



By ARTHUR J. POWELL.

The season of tree seeds is about over as the first of May sees everything cleaned up, the last of the papers checked and everything in shape for going over accounts to see if there be a loss or gain. The past year was by no means a banner one as the droughts of last summer affected the crops in many cases causing shortages and others complete failure of different kinds. At the beginning of the season it will be recalled the dry weather caused many of the Mazzard Cherries to fall from the trees before getting ripe so the crop was very small and the seed naturally short. Peach pits were also very scarce. Many of the trees in the western states bore no crops whatever and others very light ones. Chief among the failures were *Pseudotsuga Douglasii* and European growers had to fall back on one year old seed as no new stock was available. This, however, tested very good and there should be a fair stand from the sowing. The resinous covering of this seed seems to preserve it to a certain extent.

The American Larch also was a failure, collectors stating that although they had obtained a fair supply of cones the seed produced was worthless and so on through a number of other kind. The failures were mainly in the western states although European collectors reported many failures and shortages.

At the present time it is too early to forecast what the coming season will be but the backward spring gives promise of a good season as the buds will be held back until all danger of frost is over. The first crops to ripen are the Silver and Red Maple and the prospects are very good for these. Then follow the *Ulmus Americana* and *U. fulva*, which is usually harvested toward the end of April or early May. These early ripening seeds should always be planted immediately after being gathered as they very soon lose their vitality. Naturally, they fall and sprout immediately so that Nature does not prepare them for laying dormant any great length of time as in the case of the fall ripening seeds.

Frank Brunton has changed his mailing address from R. F. D. No. 5, Norfolk, Virginia, to Keswick-wand Farms, Sharon, Connecticut.

### Review, Note & Comment.

It is common experience that the longer any given crop is grown in a community, and the more persons there are engaged in the production of an intensively cultivated and specialized product, the greater become the difficulties of satisfactory crop production. In many cases this difficulty is directly attributable to the occurrence of disease the cause of which is commonly some parasitic organism. Extensive cultivation of any crop in a given region makes certain the perpetuation and wide distribution of its parasites.—Announcement of the *College of Agriculture Cornell University*.

To a large extent the nurseryman aids and abets the disastrous price-cutting of which he complains bitterly. He overstocks himself and disposes of his surplus at job prices to the hawkers, with the consequence that the next day he is in competition with his own produce which is tendered to the buying public at half his ordinary prices.—*Horticultural Trade Journal*.

W. B. Van Eyk, representing G. W. Van Gilderden Boskoop, Holland, called at the Rochester office of the National Nurseryman the first part of April, on his annual spring trip. Mr. Van Eyk's American address is 14 Stone street, N. Y.

Mistletoe thrives on the western coasts to an extent not approached in the east. In many places this parasitic growth is responsible, directly or indirectly, for a considerable loss of timber.

Pennsylvania has about  $7\frac{1}{2}$  million acres of timberland, one-eighth of which is owned by the state. The total value of the state's timber is 139 million dollars.

Yellow poplar, or tulip tree, the largest broadleaf tree in America, has been known to reach nearly 200 feet in height and 10 feet in diameter.

### A NEW NURSERY.

Charles L. Vanderbrook has started a nursery under the name of Manchester Nurseries at Manchester, Conn.

He has had a life experience in the business. He was for five years general foreman for C. R. Burr Co., and previous to that with the firm of Jackson and Perkins Co. We wish Mr. Vanderbrook every success in his new venture.

## BOOK REVIEW

The first volume of the Standard Cyclopedie of Horticulture by Prof. L. H. Bailey is being issued. To those familiar with the old one it will be a surprise that a new work along these lines could contain so much new material or that an entirely new work of this magnitude was really needed, but it is evident even on casual examination that Professor Bailey was warranted in its production.

It begins with a synopsis of the plant kingdom from bacteria to the natural order compositae, which is followed by a key to the families, genera, etc.

Name list giving English equivalents of Latin names of species and a glossary of Botanical and Horticultural Technical terms.

In the words of the author:—The method in the encyclopedia turns about two purposes, the identification of species and the cultivation of plants.

Hitherto the student, nurseryman or florist that desired to identify an unknown plant got little assistance from the old works of this nature and if the plant were a cultivated one of foreign origin there was no help for him outside the large botanical libraries.

It may be truly said that nowadays the young generation may begin with knowledge where the old one leaves off and it is due to such men as Professor Bailey that this is possible. By organizing, systematizing and recording of horticultural knowledge we have the science of Horticulture and the present volume has even gone a step further and brought in botany, a knowledge of which is so essential to good horticultural practice.

The Standard Cyclopedie of Horticulture is a complete Horticultural library and should be constantly in the hands of all those interested in its practice.

The MacMillan Co., 66 Fifth avenue, New York, are the publishers. The price of the work is \$6.00 per volume.

Volume 1 has 602 pages and 700 cuts. The printing and binding all that could be desired for a good serviceable work of reference or study.

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### SUBJECTS FOR DISCUSSION AT THE CONVENTION.

Uniformity in retail prices and grades.

I have been thinking that there should be some way to protect the retail business but it would first have to come through the wholesale men. I have in mind a party that solicits business, has no nursery and sells goods less than a living price, as he does all the work himself, then he has his trade to come to his cellar that he rents on a prominent street and he

watches anything that is low and a glut on the market. As he has been there for several years he knows every farmer and in fact all; it is a town of 35 to 50,000. I have known him to sell trees as follows:

Apple	6c.	Retail	Good trees
Cherry	12c.	"	"
Plum	10c.	"	"
Pear	10c.	"	"
Peach	10c.	"	"
Carolina Poplar	10 to 12 feet	1½ to 2 in.	15c.
Strawberry plants	25c.	a hundred	
Concord Grape	\$2.00	per 100.	
Raspberry plants	\$1.00	per 100.	
Clematis, large flowering,	25c.		
Roses	10c. to 15c.	Hybrid or climbers.	

He will likely have apples this year less, as they can be bought wholesale very cheap. I have sold him some evergreens but I get the price or he does not get them. This year I have a few thousand apples that are 5 to 6 feet but under the 11-16th caliper and some 4 to 5 feet and there seems to be no outlet for them. One of these low-priced dealers offered me 1½ cents for all. I told him I would burn them first. It is the only way I know of keeping prices up. Two years ago, I was offered 6 cents for No. 1 cherry. I had seven thousand. Would not let them go and so burnt them.

It is the only way of preventing low prices or inferior grades. It costs me about \$10 per day to keep my men out and at the prices some sell at they would have to retail about one car per day. There has been but few trees sold the last five or six years at growing prices. If the price was kept at living profits there would be no wild market.

I sell 40,000 to 60,000 dollars per year and grow most of it, in fact nearly all except apple, pear, plum and stock for grafting and budding. I was offered Catalpa seedling 12-15 in this year at 40 cents per thousand. We grow about two million per year but we can't grade and tie them 100 in a bunch for that, let alone growing them. We have several thousand I have not offered but will burn them as our time is worth more. What will you do with 40 cent men?

A nurseryman should only guarantee his stock to be No. 1 trees, plants or vines in a healthy condition when delivered and then his obligations should cease.

To obtain more skilled labor would be in my mind a very hard job as it is most impossible to hold a good man. I have three good skilled men and pay foreman \$25 per week, the next two \$20 per week the year around. The younger men now-a-days do not want to stay long enough in one place to learn the business. Their minds seem to be set on ball games and other amusements rather than their work. All they talk is how much they will get Saturday night. If any man has a remedy for these things I would

like to hear from him through the convention as I expect to be there if alive and well enough.

J. M. G.

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We are particularly interested in the subjects "Prevention of surplns and low prices," "Creation of wider markets" and "How to obtain more skilled help?" We also think "The new express rates vs. the parcel post rates" would be a good subject. A subject of vital interest to all nurserymen is a "Uniform Inspection Law" which is being agitated now. No doubt the Committee will give a report on that subject. We hope the program will be of great interest and that the meeting will be largely attended.

### SOIL AERATION.

In his third lecture on "Soil Fertility," at the College of Science and Technology, Dr. Russell considered, principally, the aeration of the soil. He pointed out that to obtain a clear conception of how the soil satisfies the requirements of plants, it is necessary to understand the action of "colloids." A colloid is a substance, such as glue or silicie acid, which, when in solution, will not pass through such membranes as bladder and vegetable parchment. The soil is not a jumbled-up mass of particles, but the minerals are coated with colloidal substances, and may be compared with a number of marbles, each dipped in a nutrient jelly. The particles of soil do not form a solid mass, but have between them a certain amount of space, known as "pore space," and the water capacity of the soil largely depends upon this. The water held by the soil is of two kinds—available and unavailable. It has been found by experiments that loam contains about 10 per cent. of moisture even when the wilting of plants commences. This unavailable, or hygroscopic, moisture cannot, therefore, be of any service to plants. Analysis of the atmosphere of the pores and the atmosphere absorbed by the colloids, show a deal of difference. The atmosphere of the pores does not differ much in composition from air, whereas that absorbed by the colloids contains a large amount of carbon-dioxide, and an exceedingly small quantity of oxygen. It is thus possible for organisms present in the soil to get anaerobic or aerobic conditions, according as to whether they are present in the air of the pore or in that of the colloid. An absence of lime in the soil is detrimental to many plants. Lime has the property of making clay flocculent, and correlated with this is its power of "sweetening" the soil, the air taken from the pores of a soil deficient in lime being very poor in oxygen, and rich in carbon-dioxide. When lime is not present in the soil, toxins of an acid nature are believed to be formed, which are injurious to plants and micro-organisms. Schreiner isolated

one of these toxins, and when it was added to culture solutions the plants suffered. Great care must be exercised before a definite conclusion can be arrived at as regards the effect of these poisons on the plant. Soil which was treated with .01 per cent. solution of copper sulphate gave a crop quite as good as a soil which did not receive the poison. Dr. Russell also dealt with the entrance of food substances into the plant, and it was estimated from an analysis of the soil that, if the food present were available, it would last a crop for hundreds of years. The lecture concluded with remarks on the characteristic vegetation on various soil types. In considering this, not only should the relations of the soil to water and its chemical constitution be taken into consideration, but also the climatic and competitive factors.—*The Garden Magazine*.

### INDIANA APPLE SHOW.

There is going to be another Indiana Apple Show the coming fall. It is planned to hold it the same as usual at Tomlinson Hall, Indianapolis, Ind. The date is November 18th to 24th. It is a little later this year and will give the growers a chance to get their crop harvested and get their fall work cleaned up before the show starts.

The following are on the commission and will be glad to give any information concerning the show to those interested. Dr. H. E. Bayard, President, Indianapolis; R. A. Simpson, Vice President, Vineennes; Walter Vonnegut, Secretary, Culver; D. B. Johnson, Treasurer, Mooresville; Benjamin W. Donglass, Manager, Trevlæc.

### THE ARRANGEMENT OF TREES AND SHRUBS IN THE NURSERY.

Nearly all nurseries are laid out so that the ground is divided into blocks for convenience of handling, some of the blocks being devoted entirely to evergreens, others to trees and again others to shrubs. Of course in large wholesale nurseries, where large quantities of one kind are grown the arrangement of the plants is rather a simple matter as stock is planted in the blocks or positions where the ground may be most suitable or it is thought they will give the best results, but in a small nursery where a great variety is grown and room is at a premium it is a greater problem and all kinds of schemes will be practiced to find room.

It has often been a custom when setting out trees in rows 4 to 5 feet apart and 3 or 4 feet in the row, to plant shrubs in between them, with the idea of taking out the shrubs before the trees overshadow them, but this practice is not a good one. The shrubs rob the ground and it is seldom they are all cleared out

as planned, with the result odds and ends are left through the nursery which do not move.

Instead of growing shrubs among the trees another and better plan is to grow trees among the shrubs. That is, in planting a given block about every twenty feet instead of running a row of shrubs put a row of trees. This will allow the trees to develop uniformly on all sides, add to the appearance of the nursery and not overcast the ground while giving light and air to shrubs and trees.

The custom is followed very largely in Boskoop, Holland, where every foot of ground has to produce its quota of plants and there is no practice that is quite equal to it for growing specimen trees, especially if extra care is used in the selection and no crooks or defective trees allowed in the specimen row.

### AMERICAN ASSOCIATION OF NURSERYMEN

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**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.  
**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.  
**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaup, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.  
**Pacific Coast Association of Nurserymen**—President, Richard Layritz, Victoria, B. C.; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Next meeting at Vancouver, B. C., June 16, 17, 18.  
**Pennsylvania Nurserymen's Association**—President, Wilmer W. Hoopes, West Chester, Pa. Sec., Henry T. Moon, Morrisville, Pa.  
**Southern Nurserymen's Association**—President, J. R. Mayhew, Waxahachie, Texas; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, August 26 and 27th at Signal Mountain Inn, Chattanooga, Tenn.  
**Tennessee Nurserymen's Association**—President, Chas. Pennington, Rutherford, Tenn. Secretary, G. M. Bentley, Knoxville, Tenn.  
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The National Nurseryman brought in 3 inquiries per day from last ad. and am well satisfied.

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Alfred Mittig.

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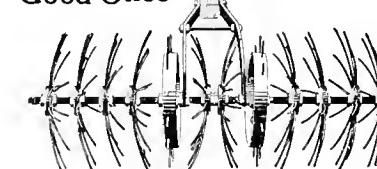
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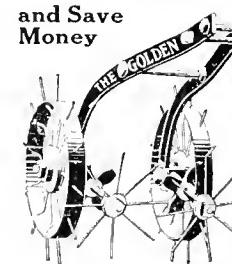
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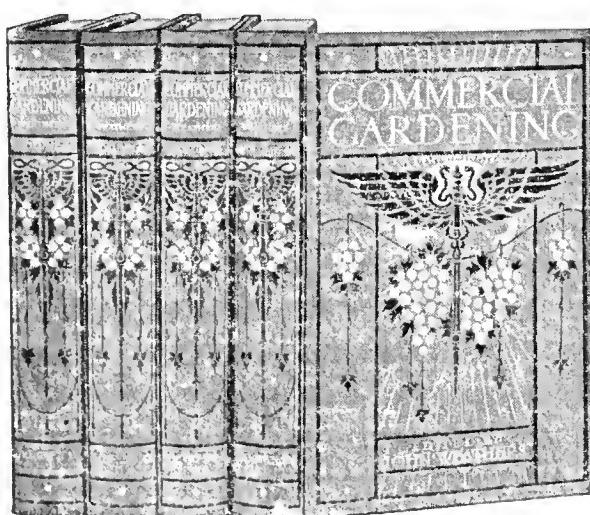
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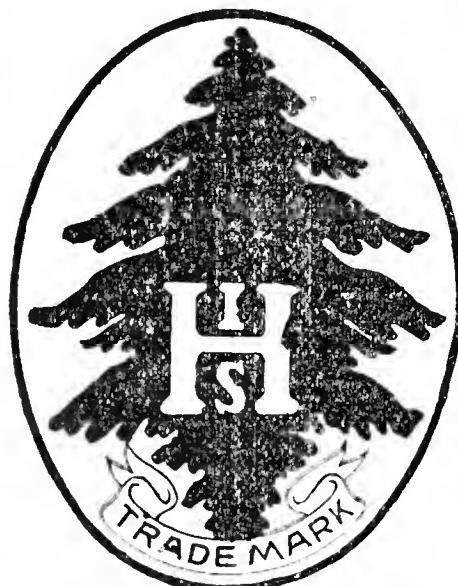
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1200 varieties of Ornamental Trees and Shrubs, 1 to 3 years old.  
1600 varieties of New and Old Ornamental Trees & Shrubs in all Sizes  
250 varieties of Climbing Plants,  
400 varieties of Conifers, 1 to 4 feet high.  
400 varieties of Perennials.  
800 varieties of New and Old Roses.

We Have No Agents.  
Write direct to us and  
ask for **WHOLESALE  
CATALOGUES**

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TRANSON BROS. & D. DAUVESSE'S NURSERIES,  
**BARBIER & CO., Successors**

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Nurserymen

*Fredonia, N. Y.*

Growers of

**Grape Vines, Gooseberries  
and Currants**

One and two years old. Graded up to the highest standard. Our stock never looked better. Write us for catalog. Send us your list of wants. Our prices are right, our stock A No. 1.

We are long on Gooseberries, 1 and 2 year; Niagara, 1 year; Worden, 1 year; Mo. Ely, 1 year; Fay Currants, 1 and 2 year. Write for special prices.

We have a splendid stock of

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and other small fruit plants for the Nursery trade, graded up to the highest standard and sure to please you.

Give us a trial order, send in your list now for quotations

## WILLETT & WHEELOCK

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We are now ready to quote lowest prices on  
**FRUIT, SHADE AND ORNAMENTAL  
TREES, SHRUBS, EVERGREENS,  
VINES and HERBACEOUS  
PLANTS**

FOREST TREE SEEDLINGS we only have in limited supply this season, and would advise placing your orders early.

TREE SEEDS we can supply in limited quantities. Send list of your requirements for lowest prices. Trade

## The Willadean Nurseries

Sparta, Ky.

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Plain, Painted, Wired with Tinned or Copper Wire and

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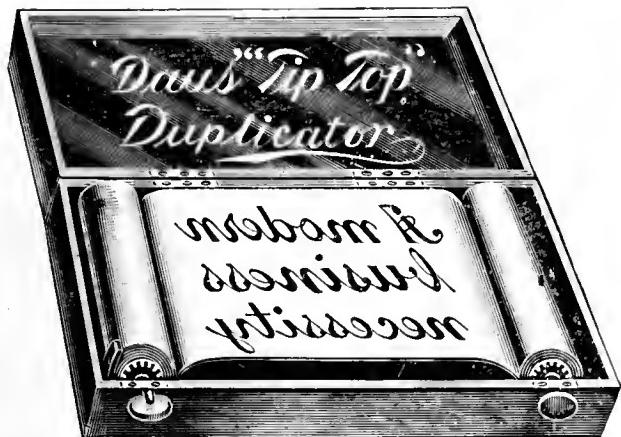
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Somewhere in our big plantation we have just the trees that you have been looking for—you have had a late call for one- or two-year Apple trees; you haven't been able to locate some varieties of Peach trees your customers are calling for; you may need several thousand Strawberry plants—or a carload of Shade Trees and Evergreens, is needed in a hurry.

There is a big block of Silver Maples in our nurseries, ready to be dug and shipped on short notice. Right near them is a block of Norway Maples, and we are ready to furnish well-grown trees in graded sizes from 5 feet to 15 feet in height. Sugar Maples, Tulip Trees, Linden, Oriental Planes help to make up the stock grown at Berlin.

## WIRE US IF YOU ARE IN A HURRY

Send a letter if you have more time. Someone is on the job here all the time, and your calls will be taken care of the same day they come in. The packing house, with new siding facilities for fifty cars, gives us every facility needed to rush shipments.

The roots of all trees are "puddled," then packed in moss and straw, in carefully tied bundles. Berry plants and shrubs are coated. Car orders are packed in solidly and car sealed. Write us today for our wholesale list—or better, send on your order for quotation and quick shipment,



A part of the block of Norway Maples—they are good trees; clean, healthy, strong. You needn't be afraid to send to any customer.

**J.G. HARRISON & SONS  
BERLIN** PROPRIETORS  
**MARYLAND**

Designed and written by The McFarland Publicity Service, Harrisburg, Pa.  
Press of Robinson Publishing Company, Hatboro, Pa.



# THE NATIONAL NURSERYMAN

JUNE, 1914



Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

OFFER A GENERAL LINE OF

## Choice Nursery Stock

### CHERRY and STD. PEAR

of Extra Fine Quality.

If you are in the market for superior trees write us for prices.

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MONROE, MICH.

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Everything in the line of Nursery Stock suited to Northern culture.

*Let us figure with you*

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Make a Specialty of a Complete Line of High Quality  
Nursery Stock for WHOLESALE TRADE

**APPLE TREES**—We wish to call special attention to the finest lot of Apple we have ever grown; none better on the market.

**BLACKBERRIES**—Large stock root-cutting plants.

**ORNAMENTALS**—A select lot of Silver Maple, 2 to 2½-in., 1½ to 2-in. grades; Ash, Box Elder, Linden, American Sycamore, Horse Chestnut, Catalpa, Poplars, Norway and Sugar Maple.

**PRIVET**—California, Ibota, Amoor River North.

**CRIMSON RAMBLER ROSES**

**APPLE GRAFTS**—Any style made to order; machine wrapped; quality guaranteed; none better.

ASK FOR SPRING TRADE LIST.

Always pleased to quote your wants.

You will miss it if you do not plant  
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## Berberry Thunbergii Seedlings

next season. A complete assort-  
ment of other stock. Would be  
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C. R. BURR & CO.,

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Now is the time to place your orders for

# Direct Importations

from European Nursery Centers

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Apple, Pear, Myrobalan, Mahaleb, Mazzard Seedlings, Manetti, Multiflora and Quince stocks. Also full line of Ornamentals for lining out, from Vincent Lebreton's Nurseries, Angers. Best packing and grading. February shipment from France.

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Boxwood (pyramids, bushes, standards, ball-shape, etc.). Roses, Tree Roses, Rhododendrons, Azaleas, Magnolias, Koster Blue Spruce, Evergreens, Hydrangea P. G., etc., etc., from Schaum & Van Tol, Boskoop.

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Norway and Schwedler Maples, Tilias, Elms, Chestnuts, Oaks, Planes, Thorns, etc., etc., etc., straight stems and good roots, careful selection, best packing from Union Nurseries, Oudenbosch, Holland.

Besides representing the above firms as Sole American Agents, we import to order

## FROM JAPAN AND ENGLAND

English Manetti, Gooseberries 2 and 3-yr. (Whinham Industry, Whitesmith, etc.), Japanese Nursery Stock and Lilies.

**BAY TREES.** Standards, Pyramids and all shapes from Belgium, Fall or Spring shipment.

**RAFFIA.** Red Star Brand and four other grades; also dyed Raffia in 20 colors.

**WRITE US** for catalogs, special lists, etc., stating the class of stock you are interested in.

**SHIPPING.** We have our own Custom House Dept., with shipping connections at Havre, Hamburg, Rotterdam, Antwerp, Southampton, etc.

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17 Murray St.  
New York

The Import  
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From 1 $\frac{1}{4}$  to 2 $\frac{1}{2}$  inch Caliper

Carolina Poplars Lombardy Poplars Sugar Maples  
— Double Flowering Japan Cherries  
Weeping Japan Cherries Flowering Apples  
Flowering Peaches

10,500 Kieffer Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
2,000 Kieffer Pears, 4 to 6 ft.,  $\frac{5}{8}$  to  $\frac{3}{4}$  in.  
2,500 Rossney Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
10,000 York Imperial Apples, 11-16 in. and up  
20,000 Stayman's Winesap Apples, 11-16 in. and up  
200,000 Apples, 2 yr. buds. Fine  
10,000 Downing Gooseberries, 2yr. No. 1

Large and Complete Assortment of Ornamental Trees  
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PHILADELPHIA OFFICE:  
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## Griffing Brothers

## Grow the Better Kind of Trees

**PECANS**, Budded or Grafted

**PLUMS** on Plum Roots

**PERSIMMONS**, Japanese

**FIGS**, Celestial, Magnolia, Brown Turkey varieties

**SCUPPERNONG, JAMES** and other Muscadine Grapes

**MULBERRIES**, well branched trees, free from Blight

**CAMPHOR** Trees

**CONIFERS** and Evergreen Trees

**PALMS** and Tropical Plants

**SATSUMA** Orange and other Citrus Fruits

Prices are Right

Trees are Right

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MIAMI, FLA.

PORT ARTHUR, TEXAS

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# NURSERYMEN AND FLORISTS

looking for stock can  
find largest assortment  
in United States at the

## Painesville Nurseries

Fruit and Nut Trees, Deciduous Trees, Shrubs and Evergreens, Hardy Roses, Vines and Plants,  
Grapes, Gooseberries, Small Fruits, Bulbs, Seeds, Palms and other tender Greenhouse Plants

Have large stock stored in frost-proof cellars that can be shipped at any time desired; switch  
from N. Y. C. lines direct into our packing house; can load without exposure. Unsurpass-  
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**A FEW SPECIALS WHILE THEY LAST:** STANDARD PEARS in assortment, DUCH-  
ESSE DWARF PEARS, BOURGEAT QUINCE, PRUNUS PISSARDI and TRILOBA,  
CUTHBERT and other Raspberries, CONCORD and other GRAPES

### OUR SPECIALTIES ARE

Roses, H. P. Moss, Ramblers, Climbers, etc., Peaches, Pears, Plums, Cherries, Ornamental  
Trees and Shrubs in car lots, Weeping Mulberries, Elm and Ash, Clematis, Ampelopsis,  
Paeonies, Hydrangeas, Bush and Tree Perennial Plants.

## THE STORRS & HARRISON CO.

No trouble to price your list of wants

PAINESVILLE, OHIO

50 Years 1200 Acres 44 Greenhouses

## Try Wick Hathaway First

The Veteran Expert Plant Grower The Leading Varieties

Blackberry Raspberry Strawberry

Finer average quality never grew out of the ground

### To New Patrons

Let me have an order. If first class stock, put up in attractive shape, counts for anything, our first trade should not be our last.

**My Regular Custom (once my first) Is Still my Best**

To both former and new, let me advise **you** to get your contract in early for next year's business.

## DO IT NOW

This Year, This one "**1914**" Don't Forget It

for the 1915 berry plant demand promises larger than ever before. I grow Millions of plants annually and could bet a hundred and win that the quality will meet the approval of every buyer. I want your orders. Meet **me** at the Convention.

*Wick Hathaway*

OWNER

Dept. 3, Madison, Lake Co., O.

The most extensive exclusive Berry Plant Nursery in Ohio.



64TH YEAR

Baltimore Nurseries

## FRANKLIN DAVIS NURSERY COMPANY

Baltimore, Md.

We offer for Spring 1914: High Grade Stock.

General Line:

Peach, Apple, Pear, Cherry, Plumb, California Privet in 1 and 2 year fine stock.

Oriental Planes, Norway Maples, American Elms, Silver Maples, Horse Chestnuts, Etc.

Will make prices right on Peach and Privet in carload lots for early orders.

**Send Us Your List  
of Wants**

When writing to Advertisers please mention The National Nurseryman.

## SEEDLING EVERGREENS

### BY THE MILLIONS

Arbor Vitae

Austrian Pine

Black Hill Spruce

Colo. Blue Spruce

Concolor

Douglas Spruce

Engelmannii Spruce

European Larch

Jack Pine

Norway Spruce

Pinus Ponderosa

Pitch Pine

Red Spruce

Scotch Pine

White Pine

White Spruce

All sizes. Ask for prices.

### SPECIAL QUOTATIONS ON LARGE ORDERS

Also the following **APPLES** in 1-2 in., 5-8 in. and 11-16 in. sizes at special prices:

Ben Davis, Duchess, Florence, Gano, Hibernal, Iowa Beauty, N. W. Greening, Okabena, Patten's Greening, Peerless, Peter, Pewaukee, Scott's Winter, Soulard, Strawberry Crab, Transcendent, University, Virginia, Wealthy, Whitney and Wolf River.

## SHERMAN NURSERY COMPANY

CHARLES CITY, IOWA



## P. D. BERRY

WHOLESALE NURSERYMAN,

Is offering for Fall trade 1914

Red, black, yellow and purple raspberry plants; blackberry, dewberry, Downing, Pearl, Josselyn and Houghton gooseberry, one and two-year, No. 1; 100,000 Rhubarb, one, two and three-year, No. 1, whole roots, also divided roots; horseradish sets, gooseberry layer plants of Houghton, Downing and Pearl; Fays, Cherry, Black Victoria, Black Naples, Lee's Prolific, Black Champion and Boskoop's Giant currants, one and two-year, No. 1; California Privet, Berberry Thunbergii; also a fine collection of paeonies.

No trouble to price your list  
of wants any time by letter.

Trade list ready September 15th.

P. D. BERRY,

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## The Best Tree Digger on Earth



Used and Recommended by Leading  
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The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
LOUISIANA, MO.

We have every facility for growing evergreens from seed—plus the finest natural location that we know of in the United States, plus over 50 years' practical knowledge of how to do it best. We are now growing millions of them for nurserymen's and dealers' trade, lining out, etc., and you will find

## Hill's Evergreens

the best investment you can make—if you are looking toward permanent results and satisfied customers, as well as the first cost of the trees. We go to a great deal of trouble and expense gathering and sowing our seed, but we think it's worth it all to know that the little trees are true to name, and healthy and vigorous. Our customers, too, have found that it's worth the cost to know that they're getting *reliable* trees when they buy here. If you want the best evergreens you can get for your trade let us tell you more about those of "Hill Quality."

**THE D. HILL NURSERY CO., Inc.**

*Evergreen Specialists*

D. HILL, President Box 401, DUNDEE, ILLINOIS

# L. Spaeth

**BERLIN**  
Baumschulenweg  
GERMANY

## Largest Nurseries in Europe

2000 ACRES

FOUNDED 1720

### **HARDY TREES AND SHRUBS**

1. Our Nurseries lie in a colder climate than the French, Dutch and English nurseries—
2. We grow all the stock we sell—
3. Moderate Prices.
4. When in Europe come and see our nurseries—

Catalogs free—

Have you seen and examined the quality and finish of our

### Rawhide Brand of Shipping Tags and Tree Labels

printed or plain, strung or wired?



This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our reference are the largest nursery men in the United States.

## The Denney Tag Co.

West Chester, Pennsylvania

## RAFFIA FOR BUDDING

"RED STAR" BRAND Raffia is the best all round grade of Raffia on the market. It is a guaranteed quality of good strength and color, at a most reasonable price. It gives entire satisfaction. Nearly all Nurserymen use it for budding.

We can also supply "XX SUPERIOR," "A. A. WEST-COAST" and "ARROW" Brands. Send for our price list describing each brand.

We have on hand at all times a large stock of each grade and are prepared to give all orders prompt shipment

## MAZZARD CHERRY SEED

We are now booking orders for MAZZARD CHERRY SEED, CROP 1914. If interested send your order at once.

We shall also have to offer in their proper season MAHALEB CHERRY, FRENCH JAPAN and KIEFFER PEAR, MYROBOAN PLUM, FRENCH CRAB APPLE, QUINCE SEED, and a complete list of Evergreen and DECIDUOUS Tree and Shrub Seeds. Send us your name for our mailing list so we may mail you our price lists and also our complete Catalogue of HARDY ORNAMENTAL NURSERY STOCK as issued.

THOMAS MEEHAN & SONS  
WHOLESALE NURSERYMEN  
DRESHER, PENNA.

## SPECIAL NOTICE

APPLE QUINCE PEAR CHERRY  
PEACH PLUM

A Fine Block of  
Own Root Roses

ORNAMENTAL TREES                    SHRUBS  
BERRIES                                CLEMATIS  
EVERGREENS                          PEONIES                    PHLOX  
PYRAMIDAL and STANDARD  
TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete  
lists and carload lots.

W. & T. SMITH COMPANY  
GENEVA, N. Y.

63 Years

700 Acres

When writing to Advertisers please mention The National Nurseryman.

Apple Trees 2 years, Buds  
Apple Trees 2 years, Grafts  
Cherry, Peach, Plum  
Kieffer Pear, 1 and 2 years  
Gooseberries, Currants  
Grapes, Rhubarb

Flowering Shrubs

Shade Trees  
Apple and Pear Seedlings

## FOREST TREE SEEDLINGS

Catalpa Speciosa  
Elm, Maple, Honey Locust  
Black Locust, Osage

J. H. SKINNER & CO.  
TOPEKA, KANSAS

## We Are Southern Headquarters

For the Following Specialties:

Roses, field-grown. (Own roots and budded.)  
Azalea Indica. (Home-grown)  
Camellia Japonica. (Home-grown and imported)  
Abelia grandiflora.  
Laurocerasus. (English Laurel)  
Magnolia fuscata.  
Magnolia grandiflora.  
Olea fragrans.  
Osmanthus aquifolium.  
Ligustrums in variety.  
Biota Aurea Nana. (Berckmans' Golden Arborvitae)  
Biota Aurea Conspicua.  
Cupressus in variety.  
Retinosporas and other Conifers.  
Citrus trifoliata.  
Chinese Magnolia.  
Wistarias, best sorts, grafted.

We also offer a fine stock of Philadelphus, Deutzias, Spiraea, Hydrangea Otaksa, etc., Pomegranates, Crape Myrtle, Lilacs (Best grafted sorts), Elms, Texas Umbrella, Tulip Poplar, Teas Weeping Mulberry, Sycamore, Oaks, Salisburia.

We have an unusually fine lot of one and two-year budded Apple trees, Figs, Mulberries, English and Japan Walnuts, grafted and budded Pecans.

Send us your list of wants and let us figure on same. TRADE LIST will be issued in August.

P. J. BERCKMANS CO., Incorporated

FRUITLAND NURSERIES

AUGUSTA, GEORGIA

Established 1856

Over 450 Acres in Nursery

## Pot Roses

FOR

## Nursery Planting

Ramblers, Climbers, Mosses. Hybrid Perpetuals. Teas, Hybrid Teas, and Dwarf Polyanthas, or "Baby" Roses

Some new, or especially good ones:

Baby Tausendschon Jessie	
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CLIMBING AMERICAN BEAUTY	
Excelsa	Baby Dorothy

And the best of the staple, commercial sorts in  
2½ inch pots. Complete list with prices  
on request.

## Jackson & Perkins Company

ROSE GROWERS

Newark, - New York

## We Grow and Export:

Fruit Tree Stocks.

Young Ornamental Shrubs.

Roses in best sorts (New and Old varieties.)

Ask for inquiries to

**A. Robichon & Fils.,**

The Rose Nurseries

Olivet-Orleans (France).

N. B.—In September our English Trade Catalogue will be sent  
on demand.

## Vincennes Nurseries

VINCENNES, IND.

W. C. Reed, Prop.

We are pleased to offer the following in carload lots or less for Fall 1914:

CHERRY—Two year, leading sour varieties.

CHERRY—One year, sweets and sours.

STANDARD PEAR—Two year, one of the best blocks we have grown; strong on Bartlett.

APPLE—Two year buds, XX fancy stock.

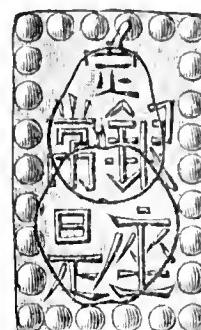
APPLE—Two year grafts and one year buds.

PEACH—One year, all leading varieties.

General line of other stock in smaller quantities.

Call and inspect our stock en route to or from the Convention.

## Heikes—Huntsville—Trees



Huntsville

Wholesale Nurseries

Huntsville, Ala.

JESSIE S. MOSS, Prop.

We offer for Spring of 1914  
in large quantities as usual:

### SPECIALTIES

APPLES—Commercial varieties, one and two year, in large supply. As fine in quality as ever grown.

PEARS—Kieffers, one and two years old. A much smaller crop than heretofore.

CHERRIES—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.

CHERRIES—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

PEACHES—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.

ROSES—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.

PRIVET—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.

PECAN SEEDLINGS—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

Address, HUNTSVILLE WHOLESALE NURSERIES  
HUNTSVILLE, ALA.,

## WE OFFER

For Spring 1914

Grape Vines, Currants and Gooseberries  
in all varieties and grades

—also—

Grape and Currant Cuttings and Light  
Grade of Vines for Lining Out  
in Nursery Rows

WRITE FOR PRICES

**F. E. SCHIFFERLI, Fredonia, N. Y.**

## SCARFF'S PLANTS

equal to any

on the market

Small Fruit Plants our specialty for 25 years. 100,000 Transplanted Raspberry, Blackberry and Dewberry plants, fine for critical retail trade.

Currant, Gooseberries, Grapes, Horseradish, Asparagus, Rhubarb, etc. Hardwood cuttings and layers in large quantities. See our wholesale list before placing your order.

**W. N. SCARFF**

New Carlisle,

Ohio

## THE WHITE OAK.

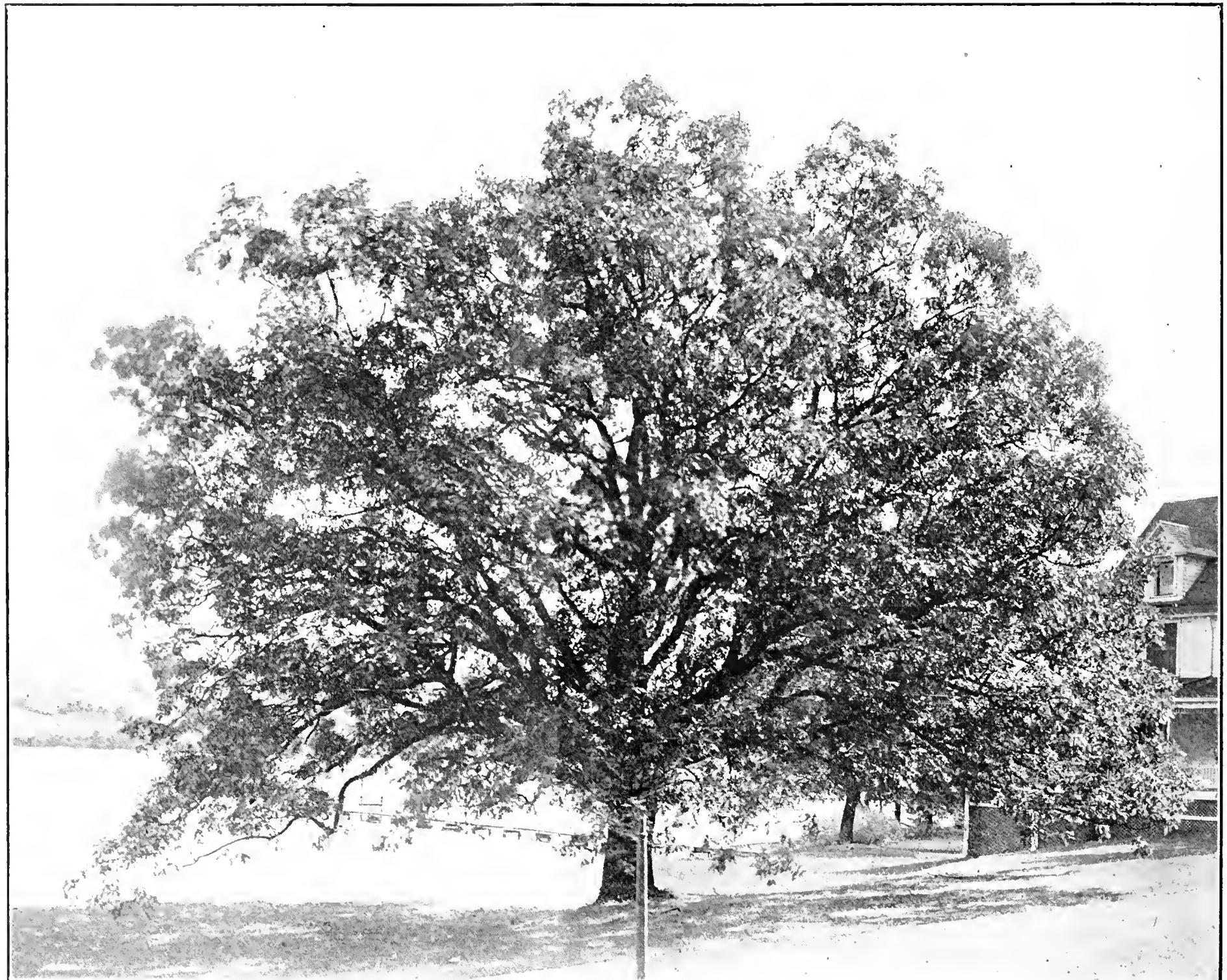
It is somewhat of a reflection on the nurserymen that the White Oak, *Quercus alba*, is scarce and very little planted. The noblest tree of the northern states and almost entirely neglected by nurserymen, largely because it is difficult to handle.

This should really be a challenge to try and find out better methods of handling, because it does not raise so easily as a Carolina Poplar or transplant as easily as a Norway Maple.

mens may be seen standing solitary in the pastures. The cattle grazing under them for generations have cropped the branches as far as they could reach forming a cattle line which shows their huge trunks off to perfection.

The beautiful vineous red or purple coloring is peculiar to this tree in the fall and is a feature well worthy of consideration, apart from the many other fine qualities.

The greatest drawback in handling it is its peculiar rooting system, which is very poor from the nurseryman's point of view, as it has very little fibre, mainly all tap



CHARACTERISTIC HABIT OF THE AMERICAN WHITE OAK (*QUERCUS ALBA*)

For large grounds or parks, where it can be grown as a solitary specimen, with plenty of room to develop it makes a wide spreading tree of majestic proportions. It comes very close botanically as well as in appearance to the English Oak, *Quercus rober*, that is such a feature of the country estates and landscape of that country, and is so closely identified in the historic battleships "the wooden walls of old England" as this was the tree largely used in their construction.

The American White Oak is seen at its best in those old park-like estates of Virginia where many fine speci-

root.

Handled properly there is no reason why it should not transplant as readily as many other kinds of trees more frequently planted, but it is useless to let them remain in the nursery rows until they get 3 or 4 inches in caliper and then expect to handle them like soft wooded trees. Failure is the general result.

A good size to sell and transplant is 6 to 8 feet or up to about 1½ inches in caliper. In other words get the trunks nicely formed in the nursery and then plant them permanently.

# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXII.

ROCHESTER, N. Y., JUNE, 1914.

No. 6.

## VIBURNUMS AND OTHER SHRUBS AND TREES AT THE ARNOLD ARBORETUM IN EARLY JUNE.

Viburnums have been largely planted in the Arboretum and the abundant and conspicuous flowers now open on several of the species show the value of these plants for the decoration of parks and gardens. Viburnums are found in all the temperate parts of the northern hemisphere, the largest number of species growing in eastern Asia and in the eastern United States. The eastern American species, all things considered, are more valuable garden plants than those from other parts of the world, although there are a few Old World species which must be counted among the best of all hardy shrubs. Among these Old World species which cannot be spared from our collections are the European Wayfaring-tree, *Viburnum Lantana*, the Japanese and Chinese *V. tomentosum*, and the Japanese *V. dilatatum*. The first of these plants is a large shrub or small tree with blue-green foliage, large convex clusters of flowers which are followed by fruits, which when fully grown are at first bright red and then become black, fruits of the two colors being found together in the same cluster. This is a very hardy and vigorous plant and flowers here early in May. *Viburnum tomentosum* is a large flat-topped shrub with wide-spreading horizontal branches, and in Japan sometimes becomes treelike in habit. It is one of the species in which the clusters of small perfect flowers are surrounded by a ring of abortive flowers with much enlarged pure white corollas. The flower clusters of *Viburnum tomentosum* are arranged along the upper side of the branches and are produced in great profusion, making it one of the most beautiful of all the shrubs now flowering in the Arboretum. The fruit is small, at first bright red and finally nearly black; the leaves turn orange and red in the autumn. A variety of this plant with very narrow leaves (var. *lanceolatum*) discovered by Professor Sargent in Japan is flowering in the recently arranged Viburnum Group on the right-hand side of the Bussey Hill Road near its junction with the Valley Road. The Japanese Snowball, known usually in gardens as *Viburnum plicatum*, is a form of *Viburnum tomentosum* (var. *dilatatum*). This must not be confound-

ed, however, with the true *Viburnum dilatatum*, which will not be in flower probably for a couple of weeks. This is a large shrub with numerous clusters of creamy white flowers but is most interesting in the autumn when it is covered with small, bright red, lustrous fruits which remain in good condition for a long time.

Of the three species cultivated in the Arboretum of the Opulus Group of Viburnums, with palmately lobed and veined leaves and showy sterile flowers surrounding the flower clusters, two are from the Old World and are perhaps handsomer garden plants than the American representative of this group. The three species are *V. opulus*, from central and northern Europe, *V. Sargentii*, from northeastern Asia, and *V. americanum*, from northeastern America. The first is the largest plant of the three, with thicker darker green leaves late persistent in the autumn, and dark red fruit. The old-fashioned Snowball of gardens is a form of this species with all the flowers sterile; there is a very dwarf form which rarely flowers, and there is a form with yellow fruit. The flowers of *Viburnum Sargentii* are more showy than those of the other species, but the fruit is small and inconspicuous. The habit of *V. americanum*, the so-called High-bush Cranberry, is less compact than that of the other species. The flowers, however, are beautiful, and the fruit, which is translucent and very lustrous, remains on the branches through the winter; in the autumn the leaves turn bright orange-red before falling. The three species are all very hardy. *Viburnum americanum* and *V. Sargentii* have been generally planted in the Arboretum, and very large plants of *V. opulus* can be seen on the Parkway and in some of the other Boston parks.

Among the other American species *Viburnum alnifolium*, the Hobble-bush, and *V. prunifolium* have already flowered. The species which is now so conspicuous in many parts of the Arboretum is the Nanny-berry, *V. lentago*. This common New England roadside plant is a large shrub or small tree with large, thick, lustrous leaves, large, rounded clusters of creamy white flowers which are followed by drooping blue-black fruits.

There is no better or hardier plant for large shrubberies or the borders of woods, and much of the early June beauty of the Arboretum is due to its general use here. It is one of the three American arborescent species, the others being *V. prunifolium* and *V. rufidulum*. This last is a southern plant distinguished by its thick and shining leaves and by the thick red-brown, felt-like covering of the winter-buds and leaf-stalks. *V. rufidulum* is still rare in cultivation but fortunately it is hardy in the Arboretum. Young plants are now in flower in the Viburnum Group on the Bussey Hill Road.

On the right-hand side of the Bussey Hill Road, opposite the Lilaes, a large mass of *Viburnum pubescens* completely covered with small clusters of white flowers is now one of the most conspicuous objects in the Arboretum. This shrub grows from western New York westward and southward, and, although hardly known in gardens, is a first-rate garden plant. The eastern American species with bright blue fruits, *V. dentatum*, *V. venosum*, and *V. Canbyi*, will flower later in the order in which they are mentioned here. They are common wild plants in the regions they inhabit and are all greatly improved by good cultivation. They have been freely used in different parts of the Arboretum and their value for the decoration of American parks is at last beginning to be appreciated.

The Arrowwood, *Viburnum acerifolium*, will soon be in flower. This inhabitant of northern forests is a small, shade-enduring shrub with neat foliage, small flower-heads and black fruit. It can be seen in large masses on the right-hand side of Bussey Hill Road where in going up the hill it is the last of the small collection of Viburnums planted in the grass border between the drive and walk. *Viburnum affine*, considered a variety of *V. pubescens*, a rare plant from southern Missouri, is now flowering in the Viburnum Group where in the next two weeks flowers may be seen of the still rarer *V. molle* from the southern states. Persons interested in the cultivation of shrubs should study carefully at different seasons of the year the Viburnums which have been assembled in the Arboretum.

*Enkianthus* is an eastern Asiatic and Himalayan genus, with drooping clusters of small, bell-shaped flowers, and dry capsular fruits, and is related to Andromeda. Three Japanese species are well established in the Arboretum and can be seen in the Shrub Collection and in a large group on the right-hand side of Azalea Path. The handsomest of the three species, *E. campanulatus*, is a tall shrub with slender erect stems and branches, and light yellow or rose-colored flowers. It is found in every Japanese garden where it is valued for the bright scarlet color the leaves assume in autumn, and where it is often cut into balls and other fantastic shapes. This *Enkianthus* is a garden plant here of real value. The

other species, *E. japonicus* and *E. subsessilis*, are smaller plants with smaller yellow flowers and are less valuable ornaments of the garden.

Some of the most valuable shrubs now found in gardens are natural hybrids of related species or have been produced by skilful hybridizers. One of the most beautiful of Lilacs, *Syringa chinensis*, is a natural hybrid which appeared one hundred years ago in the Botanic Garden at Rouen. Several of the most attractive Honeysuckles are hybrids, and in recent years the crossing of different species in several genera has produced new races of garden plants which have vigor, hardiness and beauty not possessed by their parents. A good example of the value of such hybrids is found in *Deutzia Lemoinei*, obtained by a French nurseryman by crossing the Japanese *D. gracilis* with *D. parviflora* of northern China, and now in flower in the Shrub Collection. Although it resembles *D. gracilis* in habit, it grows into a taller and broader shrub; the flowers are larger and it is much hardier. It is certainly one of the best garden plants of recent introduction. The systematic crossing of shrubs with the object of creating new forms, except perhaps in the case of Roses, is a comparatively new industry, but it has already produced startling results in such genera as Magnolia, Deutzia, Philadelphus, Ceanothus, Rhododendron, and Diervilla; and with the great number of new shrubs discovered in recent years in eastern Asia and eastern North America at his disposal the hybridizer will now have new and abundant opportunity to show his judgment and skill in producing new races of plants. Hybrid trees are naturally less common than hybrid shrubs and, except in the case of fruit trees, comparatively few attempts to cross different species of trees have been made. Trees which are believed to be natural hybrids, however, are not rare. There are several American Oaks which are probably hybrids and these, so far as they have been tested in the Arboretum, grow more rapidly than their supposed parents. For example *Ulmus vegeta*, which is believed to be a hybrid between two European species, grows more rapidly than any other Elm-tree, and the so-called Carolina Poplar, which is not an American tree but probably a hybrid between the American Cottonwood and the European Black Poplar, outgrows, at least while young, all other Poplar trees.

Several of the Rhododendrons in the collection at the base of Hemlock Hill are in flower and the flower-buds of many others are fast opening. The end of this week and the beginning of next week will probably be the best time to visit this collection which is most easily reached from the South Street entrance where automobiles should be left.

This is one of the most interesting times of the year to visit the Pinetum, for many conifers are now in their



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greatest beauty, as the young shoots, of various shades of green or blue, are now growing rapidly on many of these trees and often afford good characters for distinguishing the Firs, Spruces and Pines. Particularly handsome just now are the Carolina Hemlock (*Tsuga caroliniana*), the

Colorado White Fir (*Abies concolor*), the two Rocky Mountain Spruces (*Picea pungens* and *P. Engelmannii*), now bluer than they will be later in the season, and the Douglas Spruce, (*Pseudotsuga mucronata*). An entrance to the Pinetum is close to the Walter Street gate.

## WHAT A NURSERYMAN SEES IN HIS TRAVELS. ORNAMENTALS IN THE COAL COUNTRY.

The devastation of the coal and allied industries to the natural beauties of the coal region are particularly noticeable along the Pennsylvania Railroad in the western part of that state.

Although coal must be had at any cost one cannot help but think that this particular country is paying a bigger price than is really necessary for its prosperity. The miles of coke ovens belching their poisonous fumes and smoke in the air cry waste and destruction even to the mind of the layman. He sees hills devastated, the trees killed and the country blackened and scarred. May the conservationists scream louder until the evils of waste are reduced to a minimum.

The nurseryman, accustomed as he is to natural beauties, may regret the ugliness caused by modern commerce, yet out of the evil comes good. He gets his moiety of the wealth produced. A mining town may appear as ugly as sin but it gives the coal baron the wealth to lay out his country estate.

Pittsburg, with all its smoke, dirt, iron and ruthless disregard of anything except the production of money, has its Sewickley, parks and beautiful suburbs and it is in these the nurseryman is mostly interested. With wealth usually comes refinement and a demand for the nurseryman's goods.

A study of the plants in the coal regions from a horticultural point of view reveals many interesting things, the main one being that the smoke and dust seem to have a greater detrimental effect on evergreens than on deciduous plants and least of all on the herbaceous and annual vegetation.

The elimination of the evergreen is particularly noticeable even in the fine country estates near the railroads or in the vicinity of coke ovens and smoke-producing works, even where they were well cared for there were few noteworthy specimens to be seen. Even the hardier *Retinisporas* looked rather ill-nourished, Spruces thin and hungry and the *Rhododendrons*, even in localities where they are indigenous to the woods, poor and unsatisfactory. The soot and dirt accumulates on them until they are many degrees darker than normal and doubtless stops up their breathing pores until they are eventually smothered out of existence.

The gardener of the coal regions has his own troubles to produce results. The successful one is he who knows what to plant to give the best results under the adverse conditions he has to contend with.

Schenley Park is a good illustration of this. What an oasis this is considering the conditions and surroundings. Pittsburghers owe a great deal to Mr. Faulkner, who I believe was the superintendent during its formative period. I did not have the pleasure of meeting George W. Burk, the present incumbent, but its present splendid condition shows able management. The avenues of trees in their uniformity and health show a master hand in selection and thoroughness of planting.

The Oriental Plane takes the lead as a tree that thrives under the adverse conditions of city influence, although a fine lot of Ginkgos, all pyramidal in shape, almost like Lombardy Poplars, indicate a close second.

How were these selected, Mr. Faulkner, to produce such an upright, uniform pyramidal growth? Maybe it is the locality that produces this habit as it differs greatly from those growing in Washington, D. C. and other parts of the east.

Horse Chestnuts, Elms, Maples and Ash are thriving and making normal growth. The Sweet Gum is doing particularly fine, yet the Pin Oak, which might be said to have the same natural associations, does not appear to be entirely at home in Schenley Park, at least that were noted. They were largely minus leaders and have a short stunted appearance. Chinese Magnolias, Dogwood and Red Bud were making a brave show, the two latter growing wild and are a particularly attractive feature of the Pennsylvania Mountains during their flowering season, as is also the *Pyrus coronaria* or Wild Crab.

What a splendid display of Tulips. The large beds mostly planted in solid colors are strong and bold and in harmony of proportion to their surroundings. The selection and manipulation of the colors showed a thorough knowledge of the varieties and color harmonies and contrasts.

The beautiful but unsociable purple colors were located where they could not fight with their neighbors, in one instance being completely shut in by a high hedge. Wise John Jones, who is the man in charge of conserva-



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WM. P. STARK,  
Stark City, Mo.  
Chairman of Committee of Publicity  
and Trade Opportunity.



JOHN WATSON,  
Newark, N. Y.  
Chairman Program Committee.



CHARLES M. SIZEMORE,  
With Stark Bros. N. & O. Co.,  
Louisiana, Mo.  
Chairman Transportation Committee.

tories, lawns and flower beds. A talk with Mr. Jones upset a very fixed theory in regard to the treatment of bulbs. It is a generally accepted idea that after a tulip bulb has been forced in the greenhouse the best place for it is the dump and that unless the foliage is allowed to die naturally after flowering so as to restore the plant food to the bulb there is little chance for a flower the second year, whether the bulbs have been forced or not. Well, theories are theories and Mr. Jones' practice in handling his bulbs does not prove it. He ruthlessly mows off the tops with a sickle as soon as convenient after the petals fall both from the beds outside as well as those that have been forced in pots, allows the bulbs to dry a little before being taken from the soil to be stored and what was most surprising, gets splendid results from them a second and third year.

Some of the varieties show a bulb perfectly matured and compare favorably with the newly imported ones.

As Mr. Jones pointed out, the bulb was re-formed and matured by the time the flower was over or very soon after. Practice versus theory. Theory loses under Mr. Jones' management.

California Privet hedges kill back pretty badly around Pittsburg. Well, that is not an unmixed evil, as one observer put it. Previous to the severe winter of about two years ago Pittsburg gardens were smothered by large overgrown, ill-kept hedges. They all got killed back to the ground with great advantage to the general appearance of the suburbs. They broke freely from the bottom and everyone has nice new hedges now.

Speaking of hedges, *Berberis Thunbergii* is the hedge of the future for this locality. It is hard to conceive that this plant will be a losing proposition for the nurseryman. No danger of over production for a long time. "Plant *Berberis Thunbergii*" is a good motto to tie to.

Fine Regel's and Iota Privet were seen at Sewickley, which stand the winter well.

At Wheeling, West Virginia, a *Pyrus Japonica* hedge was a glorious sight in full bloom. Of course it is not a hedge that is suitable to general adaptation, owing to its susceptibility to San Jose scale, but where it can be looked after and sprayed it can be made a feature.

What a general admiration there is for the Rhododendrons and what a tremendous waste and failure in attempting to grow them. Even here where the *Rhododendron maximum* is indigenous to the mountains, they are largely a commercial fraud. There are few new places planted where the owner does not get stung on Rhododendrons and landscape men and nurserymen are to blame. The former often prescribe them for impossible positions for limestone and clayey soils. The latter handles largely imported plants or those ruthlessly torn from the woods. No wonder the dry goods stores

are going into the business of handling them. They are as commercial as pig iron and yet they ought to be handled like blooded stock.

Shades of departed Rhododendron specialists don't come to America until the American nurseryman knows this plant better and treats it as well as he does his peaches and apples or there will be no happiness even with Saint Peter's O. K. on past conduct.

An occasional specimen of the Bald Cypress, *Taxodium distichum*, speaks volumes for this wonderful tree. Native to the swamps of the South it adapts itself to the conditions at Pittsburg and Wheeling. Why do not landscape men demand it and nurserymen grow it?

Perhaps the former do not know its distinctiveness and possibilities and the nurserymen find it uncertain and difficult to handle, besides there is more money in Poplars.

Like many another southern tree, it is subject to winter killing even in the vicinity of Philadelphia but when the tree matures it is as hardy as trees much more often met with as is proved by large specimens in the coal regions.

One fine suburban home had a row of them where the average plantsman would use Lombardies. They are two to three inches in caliper and bid fair to be a superb feature of the place in time.

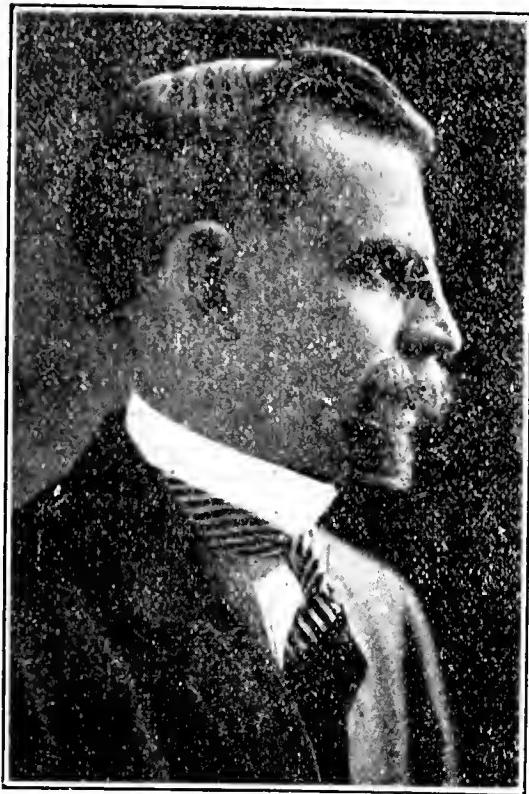
Choice Japanese Maples in sheltered places give a touch of color among the tender green of the other plants and looked thrifty and well, although they have a hard time of it and appeared stunted in exposed places.

Many do not realize that these plants make their growth for the entire year in about two weeks in early spring and if this is spoiled by late transplanting, marred by late frosts or whipped by the winds, the beauty of the plant is spoiled for the entire summer. Last summer there was a late frost which caught the plants in many places and in a large block in the nurseries of Thomas Meehan & Sons it only damaged the foliage in places, sometimes only a single tree was nipped, while plants surrounding it were untouched. Most nurserymen have noticed the peculiar action of frost in this respect, due perhaps to air currents.

A little later on the leaves that had been nipped turned brown and the cause was unhesitatingly attributed to a fungous disease by many who noticed the damage later.

Very recently an able German writer explained the real cause of the so-called Chestnut disease as being the result of drought during excessively dry summers, with a good deal of reason and logic.

Groves of Chestnut trees cleared of undergrowth with little if any humus or decaying vegetable that will hold and conserve the moisture, were particularly subject to it and while the biologist may flout the suggestion,



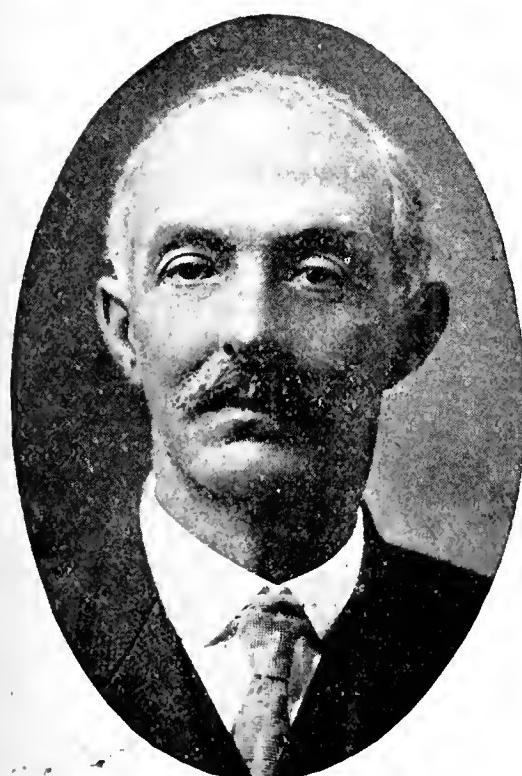
JEFFERSON THOMAS,  
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C. M. GRIFFING



GEORGE ROEDING,  
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having investigated and named the fungus, the practical plantsman is just as sure that nearly all diseases come from uncongenial conditions and that this particular fungus is just as likely to be of the scavenger group whose work it is to give back all dead organic matter to the elements and the real remedy is to spend money to produce growing conditions for the trees rather than in inspection, quarantine, blight commissions and talk, but such a thought is entirely too primary for this scientific age.

The nurseryman does see the country devastated in the coal regions, trees dying from (fungous diseases?) and he also sees them in the same region thriving as well as could be desired where the conditions are made right for them to thrive and what is even more hopeful he sees that in a very few years, after the poisonous coke ovens are cool their ruins are quickly covered with growth, first the herb, then the shrubbery and eventually the forest and if it is not the same kind of tree that was originally there before man destroyed it it was another more adaptable to the changed conditions. A letter from the Forest Service U. S. Department of Agriculture which we print herewith shows the Department is fully alive to the value of humus, perhaps in time they will realize its loss is mainly the cause of infectious diseases and insect pests.

#### FOREST FIRES HARM SOIL FERTILITY.

A definite relation between the amount of humus, or vegetable matter in the soil, and its crop-producing power as shown by yields of corn, is given in figures just issued by the department of agriculture. The department therefore advocates the use of various methods to introduce the required humus into the soil.

Experts of the forest service state that the soils of the whole country, and particularly of the south, have lost and are losing immense amounts of this source of soil fertility through forest fires which apparently do little immediate damage but rob the soil of accumulations of humus. In many parts of the south, land is being cleared for farming, and where such forest land has not been burned, there is a large percentage of vegetable matter, which provides considerable fertility, and a good texture. Moreover this soil has a greater capacity to absorb and retain moisture, and thus is less likely to be washed and gullied under heavy rains. For these reasons, leaving out of account the damage to standing timber, the department's authorities are agreed that fire should be rigidly kept out of woodlands.

#### EXHIBITS AT THE CONVENTION.

The committee on exhibits has secured very good accommodations at the Hollenden Hotel for this purpose and expect to provide room for all Exhibits if the space

is applied for in advance. We expect to classify the different exhibits according to their character. Implements and such things will be separated from the Catalogs and Lithograph work, and the Horticultural and Floral display together. We hope to have a nice display from the Florists in the vicinity of Cleveland, and also of Nursery produce, implements, catalogs and other things of interest to Nurserymen. We hope and trust to have as full an exhibit as there ever has been at any Convention.

President Pilkington expects to bring with him an exhibition of Pacific coast fruits that will be ripe at that time and we hope and trust he will be able to do so, besides other Horticultural products from that section.

I hope the Nurserymen and others interested in the East will make an Exhibit that is creditable to this section of the country also.

T. B. WEST.

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#### GOOD NEWS FROM GEORGIA.

Think there will be a strong delegation from the South at the Nurserymens' Convention in Cleveland.

Young stock is growing nicely, but everything is at least two or three weeks behind this year, owing to the late cold spring.

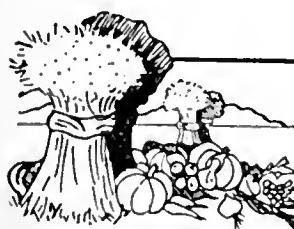
The peach crop of Georgia is estimated at about 5000 ears. The orchards were never in better condition, as they have been cultivated, pruned and sprayed in a most thorough manner. P. J. BERCKMANS Co.

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#### THE DOUBLE-FLOWERING DOGWOOD.

This spring the writer has had the pleasure of seeing the Double-flowering Dogwood, *Cornus florida fl. pl.* sent out by J. Van Lindley Nur. Co., several years ago. Everything considered it came fully up to expectations, in fact, it exceeded them as while a double flower was expected it was with doubts and misgivings as to whether it could be a real improvement over the single one and be a worthy novelty. The outer petals, or perhaps to be more technically correct, bracts are the larger ones and the inner ones gradually get smaller. It is well known that a double flower is caused by the stamens becoming converted into petals. In the case of this Double-flowering Dogwood the change has completely taken place although the inner bracts are somewhat smaller and are not well formed.

It is, however, a tremendous stride in the improvement of the flowering Dogwood or perhaps we should say in the production of a good horticultural form of it. It is a fine loose flower and very white, in fact more so than the single, which often shows greenish or a shade of pink. As one observer put it "What a fine thing it would be if it were pink" and who knows but what eventually it will be produced in a double pink form as well as a double white form. This is a goal worthy of the efforts of any nurseryman. The J. Van Lindley are certainly to be congratulated in disseminating such a promising novelty. We now have the *Cornus florida*, the *Cornus florida rubra* and the *Cornus florida fl. pl.*, double white flowering, all very good, truly American and worthy of a place in every garden.



## From the U.S.D. of A.

### FIGHTING THE ROSE APHIS.

Rose growers who allow the flowers to be damaged by the ravages of the rose aphis, have only themselves to blame, according to the U. S. Department of Agriculture. Although the aphis is widespread over the entire country, as well as abroad, it is easily controlled. Careful spraying of the plants with solutions of nicotine will remove all danger and neither the expense nor the trouble involved is sufficiently great to be a real obstacle.

The rose aphis is a small insect with a body about one-twelfth of an inch long. The young and some adult forms are wingless but certain adults develop wings from time to time. The color varies from green to pink. By means of its slender beak the aphis sucks out the juices of the plant on whose buds and unfolding leaves it feeds. These, prevented from attaining their perfect form, become curled and distorted and the beauty of the flowers is in large measure ruined. Moreover the aphis secretes a sweet sticky liquid called honeydew which spoils the appearances of the foliage on which it is deposited.

Under favorable conditions it propagates rapidly throughout the year. For example, some recent investigations conducted in California by the Department of Agriculture showed that one female gave birth to 48 young in 6 days. At the end of that time, the mother aphis was knocked from the rose and perished.

This is not at all an uncommon fate. A heavy rain, which washes the insect away is one of its most natural checks, though birds and other insects prey upon the aphis to a considerable extent. Extreme heat is also unfavorable to the aphis.

The rose lover should not, however, depend upon nature to rid his garden of the pest. A 40 per cent. solution of nicotine is much surer and not much more trouble. One part of the solution to from 1,000 to 2,000 parts of water with the addition of one pound of whale-oil soap to every 50 gallons of the mixture is recommended in Bulletin 90, "The Rose Aphis," which the U. S. Department of Agriculture has just issued. A more convenient recipe, when there are only a few bushes to be treated, is a teaspoonful of 40 per cent. nicotine solution to 2 gallons of water and one-half ounce of whale-oil soap. The soap should be shaved fine and dissolved in hot water.

Mixtures of this character should be applied as a fine, penetrating spray by means of a compressed air sprayer or bucket pump. Such a pump costs from \$3.50 to \$15.00. Together with nicotine solutions it can usually be obtained at seed stores. If no pump is to be had, however, the infested twigs should be dipped in a pail of the solution. Care should be taken to use these solutions at strengths no greater than those mentioned above, since injury to the foliage may result through the use of too much soap, or mildew be favored by too strong a nicotine solution.

Application of insecticides should be made on the

first appearance of the pest which varies from the time that the leaves are put forth until the buds begin to form. Applications should be repeated as found necessary.

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A circular letter from the Forest Service, U. S. D. of A. tells how to make the best use of Chestnut timber that has been killed by the bark disease. Claim is made that sound wood from dead chestnut trees is fully as strong as wood from healthy trees and is suitable for poles, lumber, ties, etc., etc., and advises cutting down the injured trees just as soon as possible after they are attacked. Diseased timber can be sold as live timber while dead timber, even though sound, always presents difficulties in felling, manufacturing and marketing.

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### BULLETIN OF INTEREST TO NURSERYMEN.

*Issued by the U. S. D. of A., Washington, D. C.*

Crimson Clover: Utilization. By J. M. Westgate, Agronomist in Charge of Clover Investigations, Office of Forage-Crop Investigations. Pp. 10, figs. 7. Contribution from the Bureau of Plant Industry. Apr. 17, 1914. (Farmers' Bulletin 579.)

This publication gives time of cutting, methods of harvesting, feeding value, and use as a soil-improving crop, as pasture, as a soil improver, and as a cover crop. Adapted to the Eastern States.

### SUMMARY FROM BULLETIN No. 374.

NEW YORK EXPERIMENT STATION.

### DOES CRONARTIUM RIBICOLA OVER-WINTER ON THE CURRANT?

*F. C. Stewart and W. H. Rankin.*

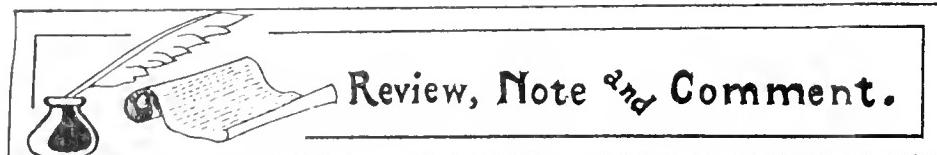
Currant felt-rust and white pine blister-rust are caused by the same fungus, *Cronartium ribicola*, in different stages of its life cycle. On account of repeated outbreaks of felt-rust on currants at Geneva unaccompanied, apparently, by the occurrence of blister-rust on pines in the vicinity, it was suspected that, contrary to accepted belief, the fungus may over-winter on currants. It is important to know if this be true, because of its bearing on the control of blister-rust. If true, the distribution of affected currant plants must be prohibited; if not true, there is no necessity for such restriction.

An attempt was made to solve the problem by transplanting diseased currant plants (after the leaves had fallen) into greenhouses and forcing them into growth during the winter. Through the co-operation of four other plant pathologists it has been possible to have such tests made in six greenhouses in as many widely separated localities. In four of the greenhouses there were made, also, attempts at inoculation by means of diseased currant leaves which had been wintered out-of-doors.

Although the total number of plants used in these experiments was about 500 and every one of them had been severely attacked by the felt-rust the previous autumn, no trace of *Cronartium* appeared on the new leaves. This leads to the conclusion that *C. ribicola* rarely, if ever, over-winters on currants. Hence, it is unnecessary to quarantine currants affected with felt-rust.

The recent discovery of two white pine trees affected with blister-rust makes it possible, now, to account

for the outbreaks of currant felt-rust at Geneva without assuming that the fungus over-winters on currants.



Western yellow pine cones, to the amount of 6,377 bushels, obtained on the Bitterroot National Forest, Montana, yielded 9,482 pounds of seed. The average cost of the extracted seed was 41 cents per pound.

Charles L. Edwards, author of Nut Tree Budding, published in our April issue writes—"There is a fine natural pecan growth in this White River country and some of the land owners have become interested in the better varieties of pecans. Hence my presence here. I have under supervision the budding and top-working of some thousands of native trees of varying sizes, and am putting out kinds suited to climatic conditions that prevail here. The prospect is a good one."

A. B. Howell, for several years in charge of the advertising, catalogue work and mail order selling of Stark Bros. Nurseries & Orchards Co., of Louisiana, Mo., has severed his connection with that firm and associated himself with the Fruit-Grower and Farmer of St. Joseph, Mo. He will look after the catalog printing of that concern and have charge of their Nursery Service Department. His years of experience in the preparation of nursery selling literature peculiarly fits him for the work he has undertaken.

*From Stark Bros. to Fruit Grower and Farmer.*

Mr. Otto Schucht, nurseryman, Sheboygan, Wis., has gone out of the nursery business as his age will not permit him to continue the work longer.

He will be 87 years of age May 20th if he lives until then. His health is failing rapidly and he probably will not be spared much longer. Always a faithful and honest worker, he is very highly esteemed by those who know him.

Mr. John A. Driesprong, of C. Van Kleef & Company, Boskoop, Holland, called at our Rochester office in May on his annual trip.

Mr. Dykhuis, of Felix & Dykhuis, Boskoop, Holland, called at the office of "The National Nurseryman" in Rochester, on his regular spring trip.

Those of us who are old enough to remember the Gladioli of twenty-five years ago and who now have the pleasure of going through specialists' gardens, can see the rapid strides that have been made with this flower. A periodical has recently come before our notice under the name of the Modern Gladiolus Grower. It gives a good idea of the importance of this flower when a magazine can be entirely devoted to it. This speaks well for the increasing interest in flowers and especially those kinds that can be handled easily and from which even the veriest amateur can get results. It indicates the age of the

specialist and speaks well for the increased interest in all kinds of nursery stock.

A letter from the Horticultural Company, Worcester, Mass., advises that they have practically given up the importation of fruit stock from Germany. The German method of inspecting stock is such that it becomes an impossibility to ship them and have them arrive in this country in good shape.

Mr. Bohlen says that the inspection is done at the quarantine station at Hamburg by government inspectors and every nurseryman will fully appreciate the fact that the goods are never repacked in very good shape and it indicated what would happen if the proposed law of inspection on the dock ever becomes effective in this country.

It is interesting to note that the nursery business is gradually assuming importance in many centers. Speakers from Boston at the Albany Florists' Club called attention to the fact that Albany is situated splendidly to take care of the large and growing business within a radius of 450 miles and is splendidly located to form a centre for nursery trade.

Henry W. Krukeberg, Secretary and Treasurer of the California Association of nurserymen, has sent out a good little folder urging concerted action in uniform horticultural laws. It is needless to say we hope every nurseryman will endorse this movement in every way possible.

The rate for nursery stock is now 1 cent for twelve ounces to the eight zones regardless of distance. The no boundary rates apply to parcels weighing over eight ounces.

The Park Department of Los Angeles, California, is donating all nursery stock not needed by the park department to various church organizations of that city for the purpose of beautifying church grounds, etc.



### Fruit & Plant Notes.

According to the Gardener's Chronicle, few of the recent newly discovered shrubs from China have turned out of very much importance as new border flowers. It mentions the recently found Syringa pinnatifolium as worthy of note. The foliage is divided into four or five small bright green leaflets, these about half an inch long. The flowers are borne in long racemes, something like the species of Ribes. This forms a neat bush and is a valuable decorative plant in the spring.

Osmanthus Delavayi is also counted as a good shrub for rockeries. It is evergreen and grows about 18 inches high and the white flowers are borne in dense clusters and are delicately scented. The small, dark green, serrated leaves are not so long as the blossom, which appears in clusters in the axils of the leaf.

## THE NURSERY EMPLOYEE

Harrisburg, Pa., May 18, 1914.

The National Nurseryman,

Flourtown, Pa.

Gentlemen:—

I am a regular reader of The National Nurseryman, find it interesting and many times very helpful. I have always believed it stood for the best interests of the nurserymen.

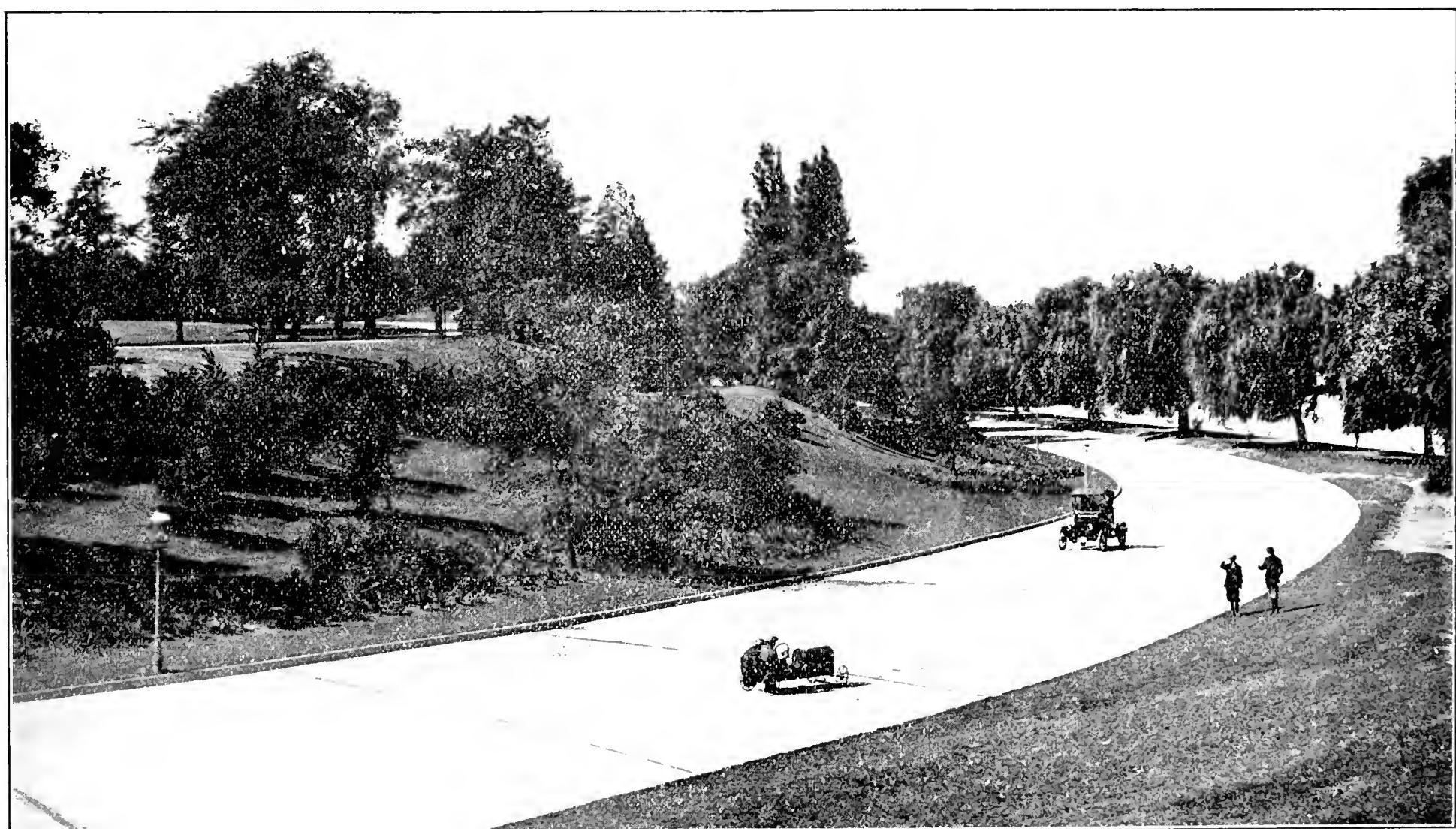
An article in the May number under the title "The Nursery Employee, by one who has been through the mill," makes me wonder what good reason there might

stimulate and encourage the best of our boys to enter the business, learn it thoroughly, charge prices commensurate with the skill and industry attached to his work and the nursery business will be put on a plane the equal of any other trade. As a contrast, I call your attention to the article by Prof. White, of Cornell University, in a recent number of The Florists' Exchange.

Please show the enclosed circular to "one who has been through the mill" and let him look at a bunch of boys who are going to get there with any other boys in any trade. I am one of them.

Yours truly,

HOWARD E. ANDREWS.



GORDON PARK.

Part of the Boulevard System of Cleveland, Ohio.

be for publishing such an article.\* Surely it cannot do the trade much good and can unsettle a lot of young men who are now looking forward to some future in the business.

I think many of the statements are unfair to even present conditions, as bad as they are, for I have noted that the young man in the nursery business who puts the same kind of ginger and interest into his work gets there just about as well as the young fellow in any other trade. It is true that he may work long hours during the busy season, but there are few trades in which there are not some long hours. It is true that he has a difficult job and must be a many-sided man to get there, but this makes the contest all the more interesting and the development of the boy the broader.

Rather than an article discouraging young men from entering and sticking to the business, why not one to

\*A paper that represents the best interests of the nursery business should just as readily publish views of the employee as of the employer and the pages of "The National Nurseryman" are always open to expressions of opinion on all matters pertaining to the business. Because we publish we do not necessarily endorse or even agree with opinions expressed.—Editor.

Bulletin No. 376 from the New York Agricultural Experiment Station is on the subject of profits from an Apple orchard and based on a period of ten years. The records of the Auchter Orchard, situated a few miles west of Rochester were used as a basis. The annual yield has been recorded since 1904, also the expense of running it. The balance sheet shows a net profit per acre in this orchard of 24.12 per cent on \$300, as the annual ten year dividend per acre from this orchard.

# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
218 Livingston Building, Rochester, N. Y.

Editor ..... ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in Nursery Stocks of all kinds.  
It circulates throughout the United States, Canada and Europe.

Official Journal of American Association of Nurserymen

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance.....	\$1.00
Six Months.....	.75
Foreign Subscriptions, in advance.....	1.50
Six Months .....	1.00

Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed. Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered in the Post Office at Rochester, N. Y., as second-class matter.

Rochester, N. Y., June, 1914.

## PRICES

In every business that is well organized the difference between wholesale or trade prices and retail prices is very clearly defined, and none but those entitled to them may receive trade prices.

Unfortunately in the nursery business this is not the case, in fact prices all along the line are somewhat chaotic, due doubtless to a number of causes, such as unknown cost of production, perishable nature of nursery stock, varying grades without adequate standard, unstable demand and other local or minor causes.

At present each and every large nursery is a law unto itself. While this may be right and proper there is a larger view and that is that all nurseries together after all make one unit and unless there is a fixed and liberal policy which they all recognize and adhere to there will not be the progress and expansion there should be.

There are really three sets of prices recognized which for convenience we may describe as follows:

1. Retail or single rate, which is the price for a single plant sold to the consumer.

2. Wholesale or quantity rate. The price or prices of plants sold in quantities to the consumer.

3. Trade rates. The price at which one nurseryman sells to another or to those in the trade.

If this grouping of prices is strictly adhered to by all nurseries it would do much towards the prevention of cut prices. Unfortunately some nurseries make no difference between number two and number three, so that the consumer can very often buy at as low a price as the trade.

This is wrong. While it may be the means of capturing a few large orders it has its "come back" in the fact that it has a tendency to lower prices all along the

line and the grower does not get the returns to which he is justly entitled.

Of course any agreement among nurserymen to fix prices is unlawful, but it is both lawful and right to play the game according to rules and an order sold to the consumer at trade prices is poor business.

Fix your retail price, then your wholesale or quantity rate and then your trade rates if you sell at both retail and trade and keep your customers in the class to which they properly belong.

GO TO THE CONVENTION There are many reasons why the nurseryman should attend the 39th Annual Convention of the American Association of Nurserymen. The main one being because it is his duty. The Association is working for his individual interests and he should reciprocate by supporting the Association.

Apart from this he personally needs the vacation, to get away from the routine of his business, to meet the men he has been doing business with, to mark the progress in thought on subjects vital to himself that have taken place in the last twelve months, to hear of new methods, get new ideas, to compare his own progress with that of others, to hear of the successes and failures and judge their causes, to settle complaints in person, book orders and find out what fine fellows his brother nurserymen are and have a general good time.

CLEAN IN these days of graft, stock gambling, stock watering and parasitic schemes to extract money from the public, the nurseryman can congratulate himself that if he does accumulate money in his business, it is clean and he has benefitted the public by so doing, adding to the world's store of good things and so contributing to pleasure, comfort and happiness of mankind.

WEALTH The nurseryman's gain is not another's loss. All wealth originally comes from brains, labor and land and he is along with the farmer, an original producer.

He extracts at first hand from Mother earth's treasure house and contributes to the refinements of civilization as well as to the necessities of existence. Nurserymen rank high among the true aristocracy of the earth where worth and not birth is the standard of quality.

Lake City, Minnesota, May 20, 1914  
Editor of "National Nurseryman,"

Flourtown, Pa.

Dear Sir:—

As the American Association of Nurserymen is soon to hold its next annual meeting at Cleveland, questions of practical importance should come before it for action and discussion. Among these questions is that of transportation. The question has previously been discussed before the association, but objections were raised then which have since been offset by conditions which have arisen, regarding which the average nurseryman is not in close touch, such as the change of rates, state and interstate laws regulating traffic, claims, refunds, etc.

We have recently had occasion to test various meth-

ods of securing claims against railways, which we believed just. Some of these claims have been turned down by railways several times, until finally they were placed in the hands of an efficient man who secured settlement. Such a department maintained where claims may be presented in a proper and forceful manner, will save to the members of the association, the writer believes, several times the cost of maintaining it. The writer also believes that such a department would help increase the membership of the association to a considerable degree.

A committee should be appointed at the coming Convention with power to act, hire a proper man, secure the proper place, and commence doing business before another season for shipping is at hand. If the association thinks this step is going too far, too fast and too soon, a committee at least should be appointed for the purpose of making a complete and detailed report as to the expense of maintaining such a department, the advantages to be derived, and report at the next meeting of the association, recommending proper party for the position, if it is decided to maintain a department of this kind.

I trust the association will consider this proposition seriously and adopt it unanimously.

Respectfully yours,

THE JEWELL NURSERY CO.,  
By E. A. SMITH, Vice President.

#### REPELLING MOLES.

A writer to the Florists' Exchange makes the following statement regarding repelling moles.

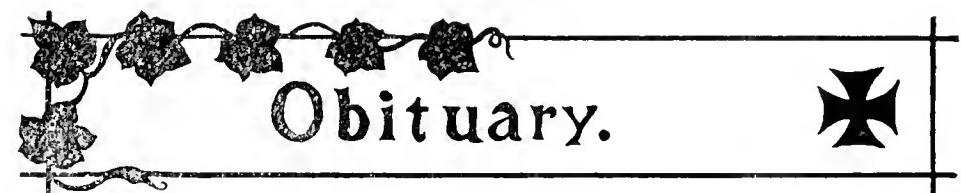
My flower beds and lawns were in bad shape on account of the moles burrowing in every direction. I tried traps and watched early, midday and late to catch them, without success. Someone advised me to try Castor Beans, *Ricinus communis*. It seemed ridiculous to me, but I did try it, and at distances of about 20 feet apart along the line of burrow, carefully made a small hole and dropped in a "bean." In the flower beds I allowed the plants to grow to about 2 feet high, and then cut them down. On the lawn I cut the grass and Castor plants same as usual. For the past two years I have not had a mole on the place and the burrowing stopped as soon as the "beans" were placed in the runs. This was my experience: it may have been the beans and it may not. It is a very cheap experiment to try.

#### BOOK RECEIVED.

Transactions of the Illinois State Horticultural Society for the year 1913 including proceedings of the 38th Annual Convention held at Champaign, Urbana, December 16-19, 1913, also proceedings of the Northern, Central and Southern District Societies for the year 1913 new Series, Vol. XLVII. Edited by the Secretary, A. M. Augustine, Normal, Ill., published by the Society.

#### PROPOSED INSPECTION AND QUARANTINE IN EUROPEAN COUNTRIES.

European countries recently sent delegates to the Phyto-Pathological Congress held at Rome, where they signed a convention which, if adhered to by the countries represented will go far towards preventing the dissemination of plant diseases and pests. The plan is much the same as is in force among the various states in America, thorough inspection being required before certificate of freedom will be granted. The certificate covers everything known to be infested with disease or pests. The advantages of adhering to the convention were strongly urged so as to have a uniformity of inspection and a uniform regulation under which plants could be exported from one country to another.



#### J. M. VANDERVORT.

J. M. Vandervort, died at his home near New Antioch, Friday evening, at the age of eighty-one years. Fifty-four years ago or, in 1860, the New Antioch Nurseries were established by J. M. Vandervort, and the business grew into one of much more than local importance. For many years the name of the nursery and its founder have been known not only throughout Ohio but many of the adjoining States. He leaves two children, Mrs. Charles Henry and P. C. Vandervort. The latter has been connected with the business of the nursery for a number of years, and will carry on the business. The funeral services were conducted at the New Antioch Church Monday by Rev. H. S. Snyder, of the Christian Church, and the body buried in the cemetery there.

#### "THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR MARCH, 1914, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	MARCH—		NINE MONTHS ENDING MARCH—		
	1913	1914	1912	1913	1914
<b>Plants, trees, shrubs and vines:</b>					
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage .....	2,027	19,419	4,411	41,341	
M 26 dut... { free ...	.....	947	.....	73	
All other..... { dut....	251,044	.....	287,234	.....	
Total.....	271,410	.....	328,648	.....	2,659,439 ..... 2,888,305 ..... 3,2362,61

**TEXAS NURSERYMEN'S PARTY TO CLEVELAND CONVENTION.**  
**YOU ARE INVITED TO JOIN**

To the Nurserymen of Texas, Oklahoma, Kansas and others convenient to the railway train as noted on the following schedule.

Let all go on the same train to Cleveland, so as to make the trip more pleasant and sociable, and to get better acquainted with each other.

Here is the Plan:

The "Katy Flyer" train No. 6, leaving South Texas Sunday evening, June 21, passing through North Texas Monday morning, leaving the state via Denison at noon Monday, June 22, has been designated as the "Texas Nurserymen's Special" to Cleveland.

The plan is to take this special train as it passes through Texas, and have our Oklahoma, Kansas, Missouri members and others convenient to this route to join the Texas party on this train at their most convenient junction point. Other members and parties using the St. Louis gateway are invited to join us at St. Louis.

If there are as many as 18 or more either out of Denison or Parsons the railway company will provide a special sleeper or sleepers that will go to Cleveland without change at St. Louis. For this reason please let me know if you expect to go, and how many will be in your party, and how many berths are wanted and I will take pleasure in reserving space.

Be sure and go, take your wife or some lady member of your family and let's have one grand Texas Reunion at Cleveland. Allow me to suggest that you send a special invitation to your nurserymen friends in or out of Texas to so route themselves as to connect with the train mentioned. If you live off the M. K. & T. Ry. be sure and leave your station in time to make connection with the Katy train at the most convenient junction point.

Please let me know if you expect to attend, as the information will be of great assistance in making arrangements with railway Company.

**SCHEDULE OF TEXAS NURSERYMEN'S SPECIAL TRAIN TO CLEVELAND CONVENTION AMERICAN ASSOCIATION  
 OF NURSERYMEN  
 "KATY FLYER No. 6"**

Leave Houston	-	6.30 p. m. Sunday June 21		
" San Antonio,		9.00 p. m. "	"	21
" Smithville	-	11.40 p. m. "	"	21
" Austin	-	11.55 p. m. "	"	21
" Granger	-	2.00 a. m. Monday	"	22
" Waco	-	4.35 a. m. "	"	22
" Hillsboro	-	5.50 a. m. "	"	22
" Waxahachie	-	7.14 a. m. "	"	22
" Fort Worth	-	7.40 a. m. "	"	22
" Dallas	-	8.28 a. m. "	"	22
" Greenville	-	10.30 a. m. "	"	22
" Denton	-	9.29 a. m. "	"	22
" Wichita Falls	-	6.00 a. m. "	"	22
" DENISON	-	12.28 NOON	"	22
" Durant	-	4.30 p. m. "	"	22
" McAlester	-	3.00 p. m. "	"	22
" Muskogee	-	4.40 p. m. "	"	22
" Vinita	-	6.17 p. m. "	"	22
" Oklahoma City		11.00 a. m. "	"	22
" Parsons, Kan.	-	7.40 p. m. "	"	22

Arrive at St. Louis      7.51 a. m. Tuesday June 23  
 Leave St. Louis, Big Four Ry. Train 16, at 8.45 a. m.  
 Arrive at Cleveland at 10.55 p. m. Tuesday June 23.

Spring sales all over?

Stock all lined out?

Buds all cut back?

Rush all over? Yes. Well, we have a little time to think and talk about a much needed rest and recreation. You admit that you are entitled to it. Why not join the American Association of Nurserymen and attend the Convention to be held in Cleveland?

Of course you should become a member whether you expect to attend the convention or not. Why, there are so many good reasons, some of which are stated in the circular enclosed; some below. One especial and particular reason is this: The Vice Presidents from the various states have been asked to increase the membership from their respective states. I want Texas to be ahead of the others—not behind—so you see it is not a selfish motive I want you to join but one of pride for our great State to have as large membership and representation as possible, a pride in which every Texas Nurseryman should share. Then we have the opportunity to meet and mingle with the very best citizenship of the land—the nurserymen of the United States.

Besides the social side and features of the convention which I have always found worth many times the cost of the trip, there are many business reasons why you should join. In many ways it benefits you individually. By having large and proper representation from our own State, Texas is benefited. With a larger membership the National Association can accomplish more and have greater power to put behind the already excellent committees, as that on Legislation, Tariff, Transportation, and others which have accomplished much good for the Nursery interests.

Then to have your name in the Badge Book of the American Association alone is worth many times the cost of membership. It puts you in company with a fine lot of *Gentlemen*, the best in the country, and your prestige is raised thereby.

Fill out the enclosed blank and send same with fee to the Secretary John Hall, Rochester, New York. The membership will entitle you to name and number in Badge Book, to attend the convention; to receive the report of the Convention, besides all the benefit of the excellent work of the various committees.

By all means try and attend, and if possible take your wife, daughter or sister, as the ladies are well provided for at these conventions and they enjoy them, too.

Yours for a large membership and attendeee from Texas.

WILL B. MUNSON, Vice President for Texas...

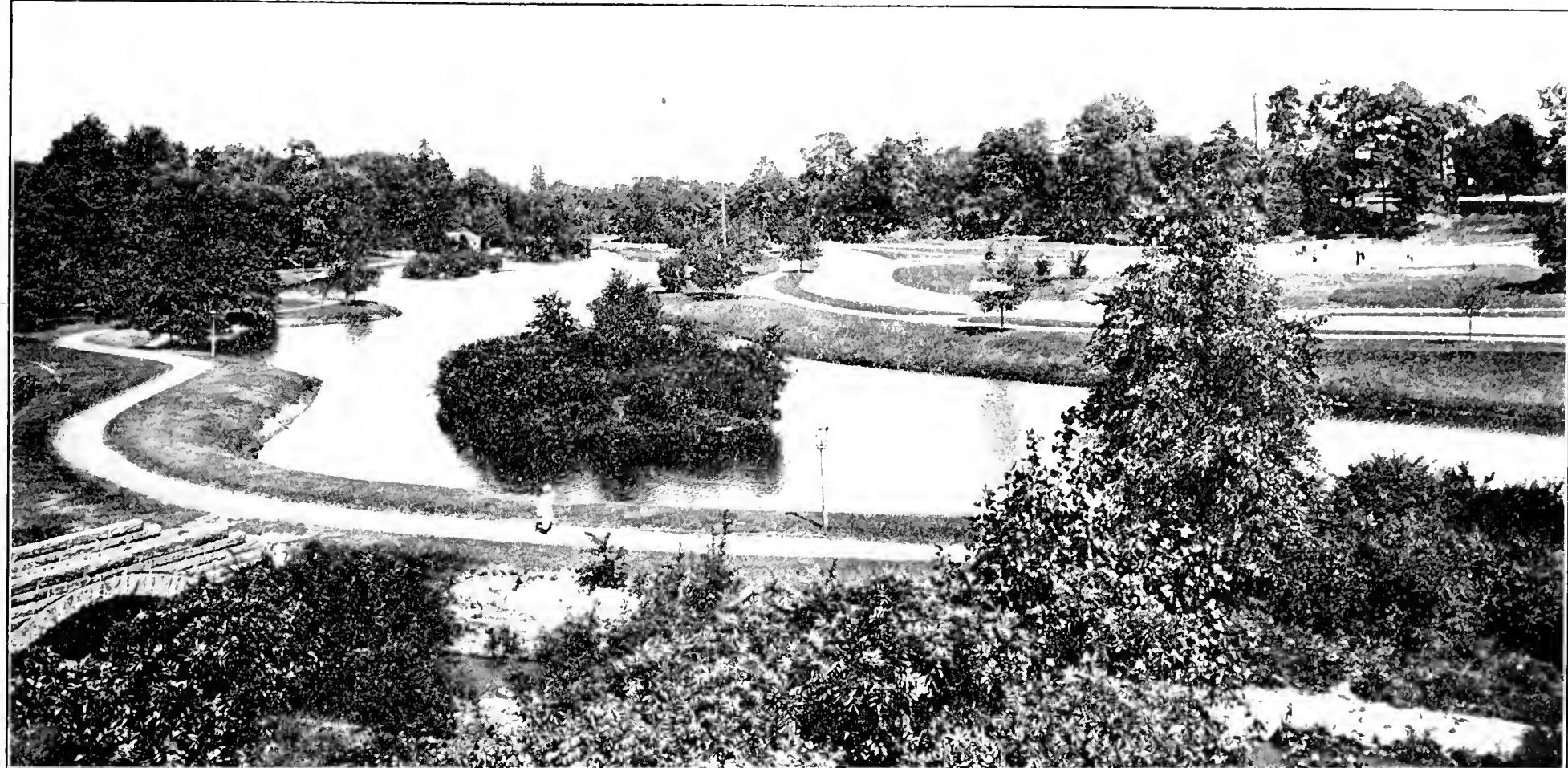
### ROADSIDE FORESTRY.

The voters of Williamstown, Mass., this week at their annual town meeting made an appropriation of \$100 for the starting of a roadside forestry policy. It was not a large start financially, but if followed in the future may easily mean much to the town. The plan as outlined, and which was set forth by Presi-

dent Garfield of Williams college, is to gradually plant trees along the 90 miles of streets in the town. The trees to be planted are those that it is expected will be of the greatest commercial value in the years to come and it is believed that in half a century very material financial returns may be obtained from these roadside trees, in addition to furnishing for all time very attractive shaded avenues.

The idea is not a new one for it has been carried on for years with very successful results in many communities in France.

Experiments showed that in summer this was the case to the extent of four to six times what it was in cold storage, and from two to three times in excess of what takes place even in a cool cellar. He points out that warm weather often occurs at Apple-picking time, and so fancy kinds should be cooled as soon as possible, and kept cold if it is desired to put them in cold storage. The keeping qualities must be weakened if the breathing goes on fast, as the cells get disorganized, but as breathing always goes on, whether fast or slow, it follows that they can never



SCENE IN ROCKEFELLER PARK.  
Part of the Boulevard System of Cleveland, Ohio.

#### SHRINKAGE IN APPLES.

Some experiments of Professor Morse have made it clear why fruits like Apples lose in weight by keeping. He has found out that the steady loss is caused by a breathing process similar to that of animals. This means, of course, oxidation; that is to say, the formation of carbonic acid at the expense of the Apple. He says: "Since Apples and other fruits have no body heat to maintain, the breathing process is not so active as in animals, and they may last months after being picked from the tree; yet there is a steady, continuous loss in weight as the weeks go by, although the fruit is sound and firm."

A very important point in connection with this is the fact that this breathing grows more rapid as the fruit gets warmer and slows down on cooling. The

be expected to keep indefinitely. —Gervaise Turnbull.—*Journal of Horticulture*.

#### CALICARPAS.

By James MacPherson.

There are some thirty species of these plants, one, *Callicarpa Americana* is a native of the Atlantic states, growing in rich moist ground from Virginia to Florida and Texas. Berckmanns advertised a white-fruited form of this purple-fruited shrub some years ago. I think I have seen it reported hardy as far north as Lake Erie, probably protected by snow. It will bear well cutting back annually. Popularly known as French Mulberry.

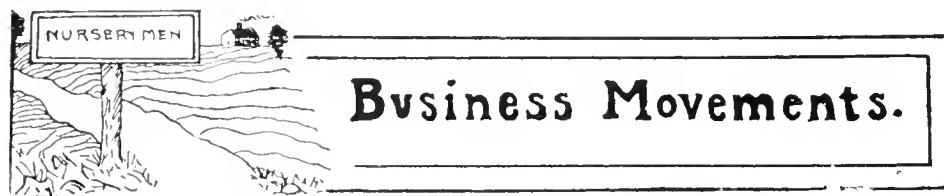
*Callicarpa Japonica* is a much more beautiful thing than the native, being covered thickly in the fall with the most beautiful ultramarine berries. It is reliab-

ly hardy north to Philadelphia, and with care further north. *Catlicarpa purpurea* is also in gardens but probably more tender.

The rest of the genus are largely sub-tropical East Indian, Chinese, Japanese or West Indian.

The Cinghalese chew the leaves of one species with Betel-nut.

There are but few hardy shrubs for the mid-Atlantic States in the group to which these plants belong. They should be grown together for they require similar care as to protection, etc. They are mainly *Vitex-Agnus castus* in variety of color; *Clerodendron trichotomum*, *C. foetidum*; *Caryopteris mastacanthus* and var. *candidum*. *Satra Greggii* is a Rio Grande plant recently brought to notice.



## Business Movements.

### SUNNYFIELD NURSERY COMPANY.

The receiver for the Sunnyfield Nursery Company, of Poughkeepsie, New York, has declared a dividend of 4½ per cent. on the claims against that Company. This being the first and final dividend.

The receiver has mailed the checks to the creditors.

Mr. Clell Harrison, Marshall, Missouri, is starting a nursery at that place. Mr. Harrison has heretofore been a grower and dealer in fancy fruits but is now branching out into the nursery business.

Articles of incorporation have been filed by the Cherokee Nursery Co., of Cherokee, Ky., with a capital stock of \$30,000. The incorporators are Edward Wilder, Charles E. Gould and Charles P. O'Brien.

Holland American Nursery Co., incorporated; capital, \$10,000; incorporators, David G. C. Sepp and J. P. Metzger, East Orange; John Hay, Newark.

Edward P. Wilder, Charles E. Gould and Charles P. O'Brien have filed articles of incorporation for the Cherokee Nursery Company, Louisville, Ky. The capital stock is \$30,000. Each of the above mentioned men hold three shares at \$30 each.

### ANOTHER SUGGESTION OF SUBJECT FOR DISCUSSION AT THE CONVENTION

"The cost of selling as applied to the wholesale business and direct retail trade."

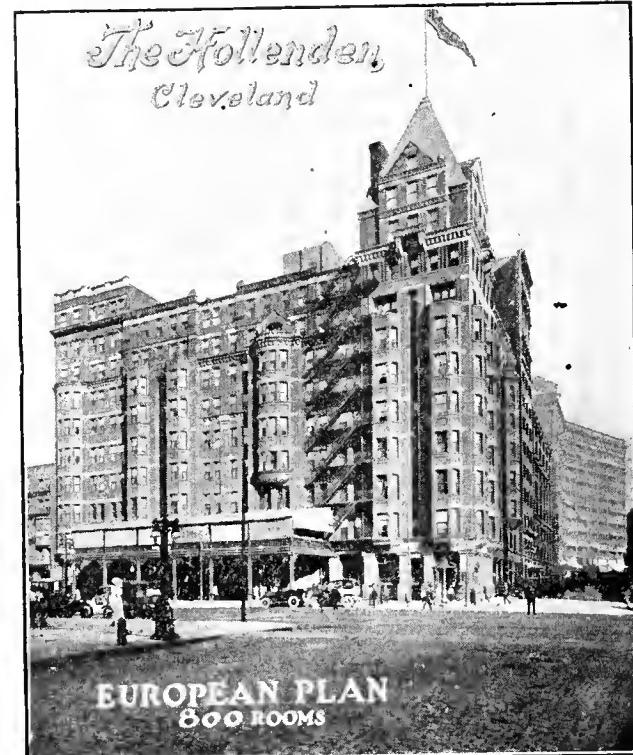
### THE AMERICAN PEONY SHOW.

Representatives of the American Peony Society, Horticultural Society of Chicago and the Chicago Florists' Club held a meeting at the Hotel Sherman, Chicago, May 14, to complete arrangements for the great annual exhibition of the American Peony Society, which will be

held in Chicago this year under the auspices of the above organizations. Those in attendance included Wm. A. Peterson, of the Peterson Nursery; Carl Cropp, of Vaughan's Seed Store; Arnold Ringier, of the W. W. Barnard Co.; Thomas Wallis and M. Barker. The Art Institute was selected for the exhibition, which will be held June 12-13, this date being subject to change as weather conditions affect the local crop of peony flowers, making it earlier or later. Many experts will show their choicest novelties and standard sorts in their best form at the coming exhibition, which from all advance information obtainable will be the largest and most complete of its kind ever held in this or any other country. The most successful growers of peonies will tell about their methods in meetings to be held in connection with the exhibition.

C. W. Johnson, 2226 Fairfax avenue, Morgan Park, Ill., was appointed manager of the exhibition, and all inquiries referring to premium list, prizes, etc., should be addressed to him.

M. BARKER, Sec'y Pro Tem.



CONVENTION HEADQUARTERS

### THE YEW TREE.

We notice in "Forest Notes" there is a considerable amount of Yew in California and makers of bows are seeking material there for archery sets. This brings to mind a little English history connected with the Yew. When they used bows and arrows in England we believe somewhere about the time of Alfred the Great there was a law requiring every yeoman to plant a Yew tree in his garden where the cattle could not reach it. They needed the wood for the manufacture of their bows and the Yew could not be grown where there were cattle as it is very poisonous to them. Travelers in England will see magnificent specimens dating back perhaps a thousand years. Usually they are to be found in enclosed court yards of castles. These old trees are doubtless the remains of this law and the use of the bow and arrow before the discovery of gun powder.



JAMES McHUTCHISON,  
Chairman Tariff Committee.



L. A. BERCKMANS,  
Augusta, Georgia.  
Chairman of Committee of  
Co-operation with Entomologist.



— IRVIN,  
Chicago, Ill.



H. D. SIMPSON,  
Vincennes, Ind.



JOHN H. DAYTON,  
Painesville, Ohio.

## THE ENTERTAINMENT COMMITTEE IS GETTING BUSY.

The Entertainment Committee of the American Nurserymen's Association have made the following definite arrangements for entertainment at the convention.

Thursday afternoon, June 25th.—Automobile ride through the parks and boulevards of the city, after which light refreshments will be served at Snaker Lake.

Thursday evening, June 25th.—Boat ride on Lake Erie on the Steamer State of Ohio—8.30 to 10.30.

There will be some entertainment for the ladies, definite arrangements for which has not been made.

### NURSERYMEN'S CONVENTION.

Mr. Editor:—

Just a few notes regarding the thirty-ninth annual gathering at Cleveland, June 24-26th. The nurseryman who fails to attend will not only do himself an injustice but will show a great lack of appreciation of the benefits he derives from the work of the Association. I will leave it for you to talk "Dutch" to all such.

The attendance is going to be large, but all can be accommodated at the Hollenden Hotel, the headquarters of the Convention. Comfortable quarters for the meeting on the hotel premises, and the committees are determined nothing shall be wanting to make this a notable occasion.

Perhaps the question of railroad transportation demands more attention just now. Of late years it has been made more and more difficult to meet the conditions laid down to entitle to special rates. Besides so many of our members do not care to be tied down to returning home by same route as going, or to be compelled to return within three days of adjournment of convention. Therefore we strongly urge members to see their own local agent now as to route, tourist, excursion and other rates. Demand the fullest information. Almost any personal wish can be met, the routing and rates are so varied. For instance, Will B. Munson, who has been untiring in the interest of members in his territory, writes that tickets will be on sale from all points in Texas to Pittsburg, Pa., and return at fare of \$46.65 from Denison. These tickets can be routed via Big Four from St. Louis to Cleveland, the holder having option of return trip from Cleveland or of taking what might be termed a free trip from Cleveland to Pittsburg and return. Also that any one from the southwestern territory desiring to go to Buffalo or New York can obtain a reasonable round trip ticket allowing stop over at Cleveland. Then Eastern passengers will be glad to know that the Cleveland & Buffalo Transit Co. offers attractive rates between Buffalo and Cleveland and return.

JOHN HALL, Secy.

Find herewith our check for \$4.00 in payment of subscription for the ensuing year.

**Bobbink & Atkins**

Nurserymen and Florists

We await with much interest the monthly arrival of your valuable paper.

Business among the nurserymen of the west has been very satisfactory this Spring. Very little stock has been left for the brush pile. The outlook for future business is good.

Yours truly,  
DES MOINES NURSERY COMPANY.  
J. W. HILL, Pres.

**Let us tell you** about our large stock of Conifers. Rhododendrons, Azaleas. Roses on Dogwood Briar and Rugosa. Boxwood, Japanese, Norway and Schwedleri Maples, Peonies, Phlox, etc., etc.

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American-grown and Imported, straight or branched for grafting or budding, Paradise (French) and Doucine (English Paradise).

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We will have this coming season the most complete assortment of General Nursery Stock we have ever grown.

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Palms and General Decorative Plants, INSPECT  
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## SUGGESTIONS PERTAINING TO COST FINDING.

We are indebted to the New York State College of Forestry at the Syracuse University, Syracuse, N. Y. for the cards reproduced below. They are used in keeping the cost system of the State Nurseries, of which their experiment station is a branch. They are largely self-explanatory and will undoubtedly suggest much that is of value to nurserymen that are interested in working out a system of costs.

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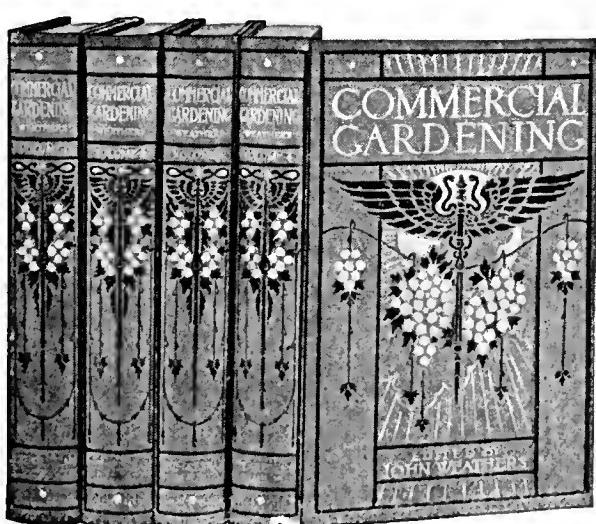
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INCORPORATED 1902

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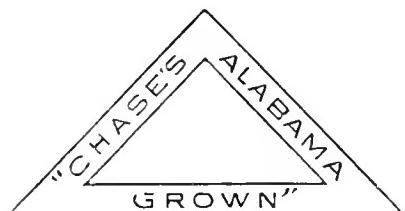
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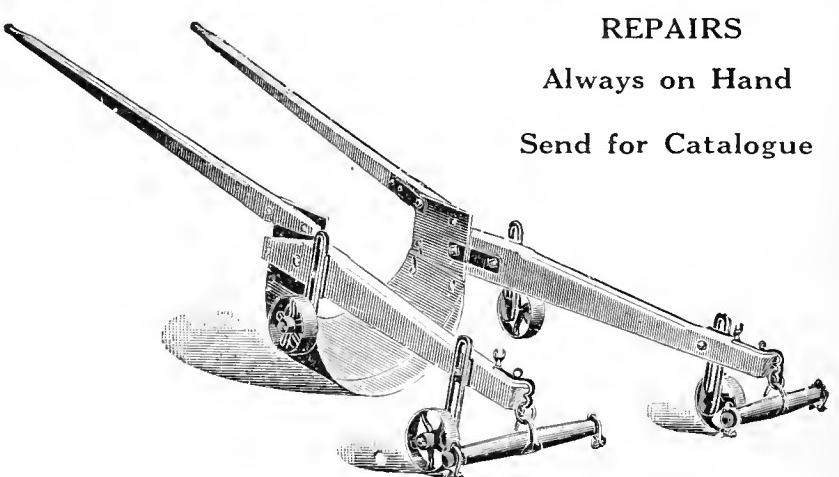
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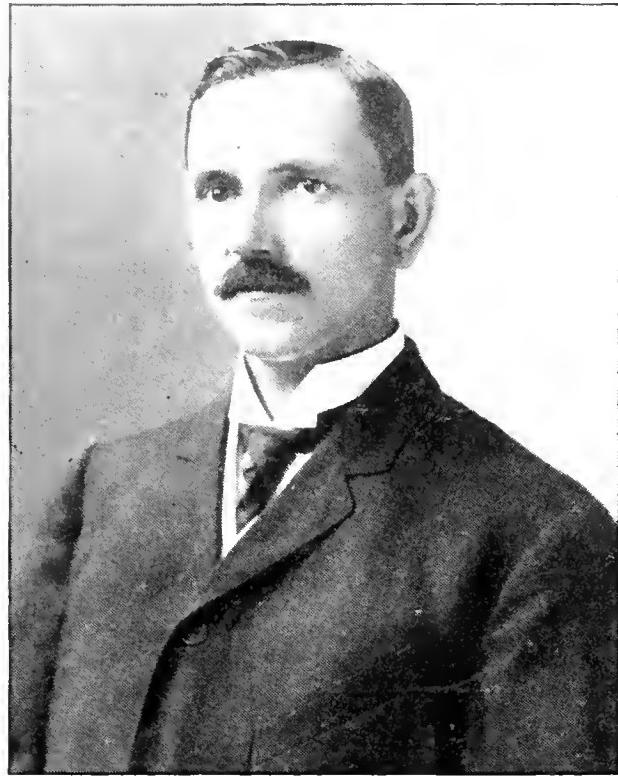
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45,000 McIntosh	870 Gano
2,200 Maiden's Blush	10 Golden Sweet
51,000 M. B. Twig	1,800 Gravenstein
1,000 Nero	7,000 Grimes' Golden
2,500 Newtown Pippin	10 Hubbardston
6,000 Northern Spy	13,500 Jonathan
1,300 N. W. Greening	1,200 King
1,200 Paradise Winter Sweet	28,500 M. B. Twig
4,500 Red Astrachan	5,700 McIntosh
20,000 Rome Beauty	75 Missouri Pippin
19,000 R. I. Greening	250 Myrick
2,600 Spitzenburg	3,400 Nero
5,600 Stark	370 N. W. Greening
80,000 Stayman's Winesap	270 Opalescent
1,800 Starr	650 P. W. Sweet
5,000 Smokehouse	600 Rambo
4,000 Summer Rambo	350 R. I. Greening
	2,000 Red Astrachan

If you want to make a contract for stock for fall or spring, you will find that each man has an order book—but you needn't give two orders unless you want to. It will be a good plan to look over the list given here, and check stock that will be needed. We will ship when the proper time comes.

**APPLES 3-YR. BUDDED.**

13,300 Stayman's Winesap
17,000 York Imperial
<b>CRAB APPLE 2-YR. BUDDED.</b>
150 Golden Beauty Crab
90 Martha
300 Transcendent

**PEARS 2-YR. BUDDED**

25,000 Keiffer
9,600 Keiffer
<b>PEACH 1-YR. BUDDED</b>
1,000 Admiral Dewey
900 Alexander

**EDGEMONT BEAUTY**

153,000 Alberta
2,700 Engles' Mammoth
300 Easton Cling
2,600 Fitzgerald
3,000 Foster

**FORD'S LATE WHITE**

4,000 Ford's Late White
10,400 Fox Seedling
1,400 Francis
3,900 Geary's Hold-on
23,600 Greensboro

**HARRISON CLING**

600 Harrison Cling
7,600 Hieley
3,000 Iron Mountain
560 Jennie Worthien
2,900 Kalamazoo

**KRALAMAZOO**

1,500 Krummell's
1,000 Levy's Late
13,325 Mamie Ross
1,300 Matthews' Beauty
5,500 Mayflower

**MARYFLOWER**

900 McAllister
6,700 Moores' Favorite
6,000 Mountain Rose
3,700 New Prolific
2,500 Niagara

**NEW PROLIFIC**

7,300 Old Nixon
2,600 Reeves' Favorite
8,700 Salway
6,600 Slaphey
2,800 Stephen's R. Ripe

**REEVES' FAVORITE**

7,600 Stump
1,200 Waddell
1,000 Walker's Free
1,500 White Heath Cling
We can furnish <b>BUDS</b> of

all leading varieties of Apples, and Peaches.

**J. Garrison's Nurseries**  
J.G. HARRISON & SONS PROPRIETORS  
BERLIN MARYLAND

Designed and written by The McFarland Publicity Service, Harrisburg, Pa.

Press of Robinson Publishing Company, Hatboro, Pa.



# THE NATIONAL NURSERYMAN



JULY, 1914

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

OFFER A GENERAL LINE OF

## Choice Nursery Stock

### CHERRY and STD. PEAR

of Extra Fine Quality.

If you are in the market for superior trees write us for prices.

## I. E. Ilgenfritz' Sons Co.

MONROE, MICH.

## THE JEWELL NURSERY CO.,

Wholesale Nurserymen

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

Everything in the line of Nursery Stock suited to Northern culture.

*Let us figure with you*

## MOUNT ARBOR NURSERIES

E. S. WELCH, Proprietor

136 Center St., :: Shenandoah, Iowa

Make a Specialty of a Complete Line of High Quality  
Nursery Stock for WHOLESALE TRADE

APPLE TREES—We wish to call special attention to the finest lot of Apple we have ever grown; none better on the market.

BLACKBERRIES—Large stock root-cutting plants.

ORNAMENTALS—A select lot of Silver Maple, 2 to 2½-in., 1½ to 2-in. grades; Ash, Box Elder, Linden, American Sycamore, Horse Chestnut, Catalpa, Poplars, Norway and Sugar Maple.

PRIVET—California, Ibota, Amoor River North.

CRIMSON RAMBLER ROSES

APPLE GRAFTS—Any style made to order; machine wrapped; quality guaranteed; none better.

ASK FOR FALL TRADE LIST.

Always pleased to quote your wants.

You will miss it if you do not plant  
for profit *our top notch*

### Berberry Thunbergii Seedlings

next season. A complete assort-  
ment of other stock. Would be  
pleased to quote prices.

## C. R. BURR & CO.,

MANCHESTER, CONN.

Now is the time to place your orders for

# Direct Importations

from European Nursery Centers

## FRENCH FRUIT STOCKS

Apple, Pear, Myrobalan, Mahaleb, Mazzard Seedlings, Manetti, Multiflora and Quince stocks. Also full line of Ornamentals for lining out, from Vincent Lebreton's Nurseries, Angers. Best packing and grading. February shipment from France.

## Boskoop, Holland, Nursery Stock

Boxwood (pyramids, bushes, standards, ball-shape, etc). Roses, Tree Roses, Rhododendrons, Azaleas, Magnolias, Koster Blue Spruce, Evergreens, Hydrangea P. G., etc., etc., from Schaum & Van Tol, Boskoop.

## DECIDUOUS TREES

Norway and Schwedler Maples, Tilias, Elms, Chestnuts, Oaks, Planes, Thorns, etc., etc., etc., straight stems and good roots, careful selection, best packing from Union Nurseries, Oudenbosch, Holland.

Besides representing the above firms as Sole American Agents, we import to order

## FROM JAPAN AND ENGLAND

English Manetti, Gooseberries 2 and 3-yr. (Whinham Industry, Whitesmith, etc.), Japanese Nursery Stock and Lilies.

**BAY TREES.** Standards, Pyramids and all shapes from Belgium, Fall or Spring shipment.

**RAFFIA.** Red Star Brand and four other grades; also dyed Raffia in 20 colors.

**WRITE US** for catalogs, special lists, etc, stating the class of stock you are interested in.

**SHIPPING.** We have our own Custom House Dept., with shipping connections at Havre, Hamburg, Rotterdam, Antwerp, Southampton, etc.

**McHutchison & Co.,**

17 Murray St.  
New York

The Import  
House

When writing to Advertisers please mention The National Nurseryman.

## ORIENTAL PLANES—All Sizes

From 1 $\frac{1}{4}$  to 2 $\frac{1}{2}$  inch Caliper

Carolina Poplars Lombardy Poplars Sugar Maples  
Double Flowering Japan Cherries  
Weeping Japan Cherries Flowering Apples  
Flowering Peaches

10,500 Kieffer Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
2,000 Kieffer Pears, 4 to 6 ft.,  $\frac{5}{8}$  to  $\frac{3}{4}$  in.  
2,500 Rossney Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
10,000 York Imperial Apples, 11-16 in. and up  
20,000 Stayman's Winesap Apples, 11-16 in. and up  
200,000 Apples, 2 yr. buds. Fine  
10,000 Downing Gooseberries, 2yr. No. 1

Large and Complete Assortment of Ornamental Trees  
and Flowering Shrubs, Etc.

## Hoopes, Bro. & Thomas Company

Maple Avenue Nurseries

PHILADELPHIA OFFICE:  
222-3-4-5 Stephen Girard Bldg.  
21 So. Twelfth Street

West Chester, Pa.

## Griffing Brothers

### Grow the Better Kind of Trees

**PECANS**, Budded or Grafted  
**PLUMS** on Plum Roots  
**PERSIMMONS**, Japanese  
**FIGS**, Celestial, Magnolia, Brown Turkey  
varieties  
**SCUPPERNONG, JAMES** and other Muscadine Grapes  
**MULBERRIES**, well branched trees, free  
from Blight  
**CAMPHOR** Trees  
**CONIFERS** and Evergreen Trees  
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**SATSUMA** Orange and other Citrus Fruits

Prices are Right

Trees are Right

## GRIFFING BROTHERS

JACKSONVILLE, FLA. MOBILE, ALA.  
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looking for stock can find largest assortment in United States at the

# PAINESVILLE NURSERIES



SCHWEDLERI MAPLE.

Fruit and Nut Trees, Deciduous Trees, Shrubs and Evergreens, Hardy Roses, Vines and Plants, Grapes, Gooseberries, Small Fruits, Bulbs, Seeds, Palms and other tender Greenhouse plants. Have large stock stored in frost-proof cellars that can be shipped at any time desired; switch from N. Y. C. lines direct into our packing house; Can load without exposure. Unsurpassed facilities for handling orders large or small.

A few Specials while  
they last

Standard Pears in assortment, Duchesse Dwarf Pears, Bourgeat Quince, Prunus Pissardi and Triloba, Cuthbert and other Raspberries, Concord and other Grapes.

### Our Specialties Are

Roses, H. P. Moss, Ramblers Climbers, etc., Peaches, Pears, Plums, Cherries, Ornamental Trees and Shrubs in car lots, Weeping Mulberries, Elm Ash, Clematis, Ampelopsis, Paeonies, Hydrangeas, Bush and Tree Perennial Plants.

# THE STORRS & HARRISON CO.

No trouble to price your list of wants

PAINESVILLE, OHIO

50 Years 1200 Acres 44 Greenhouses

When writing to Advertisers please mention The National Nurseryman.

## The Best Tree Digger on Earth



Used and Recommended by Leading Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
LOUISIANA, MO.

**L. Spaeth**      **BERLIN**  
Baumschulenweg  
GERMANY

**Largest Nurseries**  
**in Europe**

2000 ACRES

FOUNDED 1720

**HARDY TREES  
AND SHRUBS**

1. Our Nurseries lie in a colder climate than the French, Dutch and English nurseries—
2. We grow all the stock we sell—
3. Moderate Prices.
4. When in Europe come and see our nurseries—

Catalogs free—

We have every facility for growing evergreens from seed—*plus* the finest natural location that we know of in the United States, *plus* over 50 years' practical knowledge of how to do it best. We are now growing millions of them for nurserymen's and dealers' trade, lining out, etc., and you will find

## Hill's Evergreens

the best investment you can make—if you are looking toward permanent results and satisfied customers, as well as the first cost of the trees. We go to a great deal of trouble and expense gathering and sowing our seed, but we think it's worth it all to know that the little trees are true to name, and healthy and vigorous. Our customers, too, have found that it's worth the cost to know that they're getting *reliable* trees when they buy here. If you want the best evergreens you can get for your trade let us tell you more about those of "Hill Quality."

**THE D. HILL NURSERY CO., Inc.**

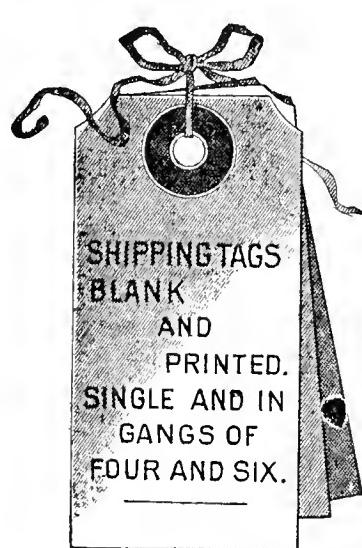
*Evergreen Specialists*

D. HILL, President Box 401, DUNDEE, ILLINOIS

Have you seen and examined the quality and finish of our

**Rawhide Brand of Shipping Tags and Tree Labels**

printed or plain, strung or wired?



This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our reference are the largest nursery men in the United States.

**The Denney Tag Co.**

West Chester, Pennsylvania

## RAFFIA FOR BUDDING

"RED STAR" BRAND Raffia is the best all round grade of Raffia on the market. It is a guaranteed quality of good strength and color, at a most reasonable price. It gives entire satisfaction. Nearly all Nurserymen use it for budding.

We can also supply "XX SUPERIOR," "A. A. WEST-COAST" and "ARROW" Brands. Send for our price list describing each brand

We have on hand at all times a large stock of each grade and are prepared to give all orders prompt shipment

## MAZZARD CHERRY SEED

We are now booking orders for MAZZARD CHERRY SEED, CROP 1914. If interested send your order at once.

We shall also have to offer in their proper season MAHALEB CHERRY, FRENCH, JAPAN and KIEFFER PEAR, MYROBOLAN PLUM, FRENCH CRAB APPLE, QUINCE SEED, and a complete list of Evergreen and DECIDUOUS Tree and Shrub Seeds. Send us your name for our mailing list so we may mail you our price lists and also our complete Catalogue of HARDY ORNAMENTAL NURSERY STOCK as issued.

THOMAS MEEHAN & SONS  
WHOLESALE NURSERYMEN  
DRESHER, PENNA.

## SPECIAL NOTICE

APPLE QUINCE PEAR CHERRY  
PEACH PLUM

A Fine Block of  
Own Root Roses

ORNAMENTAL TREES                    SHRUBS  
BERRIES                                CLEMATIS  
EVERGREENS                          PEONIES                    PHLOX  
PYRAMIDAL and STANDARD  
TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete  
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W. & T. SMITH COMPANY  
GENEVA, N. Y.

63 Years

700 Acres

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Apple Trees 2 years, Buds  
Apple Trees 2 years, Grafts  
Cherry, Peach, Plum  
Kieffer Pear, 1 and 2 years  
Gooseberries, Currants  
Grapes, Rhubarb

### Flowering Shrubs

Shade Trees  
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## FOREST TREE SEEDLINGS

Catalpa Speciosa  
Elm, Maple, Honey Locust  
Black Locust, Osage

J. H. SKINNER & CO.  
TOPEKA, KANSAS

## We Are Southern Headquarters

### For the Following Specialties:

Roses, field-grown. (Own roots and budded.)  
Azalea Indica. (Home-grown)  
Camellia Japonica. (Home-grown and imported)  
Abelia grandiflora.  
Laurocerasus. (English Laurel)  
Magnolia fuscata.  
Magnolia grandiflora.  
Olea fragrans.  
Osmanthus aquifolium.  
Ligustrums in variety.  
Biota Aurea Nana. (Berckmans' Golden Arborvitae)  
Biota Aurea Conspicua.  
Cupressus in variety.  
Retinosporas and other Conifers.  
Citrus trifoliata.  
Chinese Magnolia.  
Wistarias, best sorts, grafted.

We also offer a fine stock of Philadelphus, Deutzias, Spiraea, Hydrangea Otaksa, etc., Pomegranates, Crape Myrtle, Lilacs (Best grafted sorts), Elms, Texas Umbrella, Tulip Poplar, Teas Weeping Mulberry, Sycamore, Oaks, Salisburia.

We have an unusually fine lot of one and two-year budded Apple trees, Figs, Mulberries, English and Japan Walnuts, grafted and budded Pecans.

Send us your list of wants and let us figure on same.  
TRADE LIST will be issued in August.

P. J. BERCKMANS CO., Incorporated

FRUITLAND NURSERIES

AUGUSTA, GEORGIA

Established 1856

Over 450 Acres in Nursery

# ENGLISH NURSERY STOCK

GROWN IN LARGE QUANTITIES

RHODODENDRONS a splendid lot this season, fine bushy plants. Plenty of the hardy Catawbiense named varieties suitable for the American climate including the newer and superior kinds.

AZALEAS, ANDROMEDIA, KALMIA and other American plants in great variety.

CONIFERS a large stock, of all hardy kinds.

HARDY ORNAMENTAL, EVERGREEN and DECIDUOUS TREES.

ROSES. Dwarfs and Standards in all varieties.

CLEMATIS AND CLIMBING PLANTS.

FRUIT TREES Espalier trained pyramids in quantity.

MANETTI ROSE STOCKS 1 year splendidly rooted from sandy loam, none better imported.

A general assortment of hardy outdoor stock. Glad to answer inquiries.

THIRTY YEARS SUCCESSFUL TRADING IN THE STATES

No Agents. Write direct for wholesale catalogue to

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## VICTOR DETRICHE & CO.,

ANGERS, :- FRANCE

Branch Office : 17 State Street, New York, N. Y.

Represented by A. Hans.

Growers and Exporters of  
Fruit Tree Stocks  
Ornamental Stock  
Manetti

Price list on demand.

Write to our N. Y. office.

## QUALITY PLUS SERVICE

*The Horticultural Company  
of Worcester, Massachusetts*

Maples, Chestnuts, Oaks, Ornamental Shrubs and other Specialties from Oudenbosch, Holland.

Boxwoods, Rhododendrons, Magnolias, Roses, Forcing Lilacs and Kindred Florists' Specialties from Boskoop and Aalsmeer, Holland.

Hamburg Lily of the Valley Pips for Early Forcing as well as Storage from Wandsbek, Germany

Fruit and Ornamental Nursery Stocks from Orleans and Angers, France.

Direct Wholesale Import Orders Only.

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L Levavasseur & L Courant, Proprietors-Directors.

Established 1795

## LOUIS LEROY'S NURSERIES COMPANY OF ANGERS, FRANCE.

Export Exceeds 25,000,000 Stocks Annually

## FRENCH FRUIT TREE STOCKS and ORNAMENTAL STOCKS

Wholesale Growers and Exporters of High Grade Nursery Stocks ; Such as

Pears, Apples, Mahaleb, Maard Myrobalan and Angers Quince Stocks. Forest Trees, (Seedlings and Transplanted.) Evergreens, Ornamental Shrubs Manetti, Multiflore and Roses. Also a full line of Ornamental Stocks. For Wholesale Catalogues and Price lists, address us or our

American Agent, H. Frank Darrow,

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Nurseries at Boskoop and Waddinxveen  
Ask for "Silent Salesman." It is yours for  
the asking.



W. VAN KLEEF, Jr., Proprietor

P. S. Am looking for a reliable representative.

## VERKADE VAN KLEEF

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Ampelopsis Veitchi.	Paeonia, in sorts.
Astilbe Gladstone.	" Duchesse de Nemours.
" Peach Blossem	" Festiva Maxima.
" Queen Alexandra.	" Louis van Houtte.
Azalea Mollis, in sorts.	" Marie Lemoine.
" Pontica "	Picea, in sorts, all sizes.
" Kaempferi.	" pungens GI. Kosteri, all sizes.
Boxwood, bushes.	Phlox, all varieties.
" pyramids.	Retinospora, all sizes.
Clematis, in sorts.	Rhododendron, hardy.
Funkia, in sorts.	" for forcing.
Hydrangea Otaksa.	" American var.
" pan. gr.	Roses dwarf } all the best and
Juniperus, in all sorts.	" standard } newest var.
Kalmia, Latifolia, all sizes.	" climbing }
Magnolea, all sorts.	Thuya, in varieties.
" Yulan.	Wistaria, purple and white
" planting size.	Young stock for lining out.

Cable Address: NOVA WADDINXVEEN  
A. B. C. Code 5th Ed.

## Northern Grown Nursery Stock

We Grow a General Assortment of Trees, Shrubs, Vines, Roses and Herbaceous Perennials, Etc.

Prices Reasonable. Wholesale Trade List for the Asking.

The Bay State Nurseries, North Abington, Mass.

Place your orders now for

### EVERGREEN

### Seedlings and Transplants

Choice stock for lining out and commercial planting.

Write for our catalogue and save money.

The North-Eastern Forestry Co.  
Cheshire, Conn.

### HEADQUARTERS

....FOR....

### Oregon Champion Gooseberry and Perfection Currant

Attractive prices made now for Advance Orders

—also—

A very complete line of general Nursery Stock, including a choice assortment of one year Budded, and two year Apple and Pear. Correspondence solicited.

Portland Wholesale Nursery Co.  
301-302 Stock Exchange Bldg., Portland, Oregon

### GREEN NURSERY CO. Garner, N. C.

We offer for Fall, 1914, a general variety of MULBERRY TREES at the lowest wholesale prices. Write for our trade lists and let us send you samples in September.

### SCARFF'S NURSERY

Headquarters for  
Small Fruit Plants

1200 Acres "At it 25 Years"  
Strawberries Currants Rhubarb  
Raspberries Gooseberries Asparagus  
Blackberries Grape Vines Horseradish  
Dewberries Privet Hardwood Cuttings  
100,000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See wholesale list before placing your order.

W. N. SCARFF

New Carlisle,

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### All Nurserymen

Wanting FRUIT TREE SEEDS and EUROPEAN Forest Tree Seeds of the very best quality at low prices should write for special offers to

FRITSCH & BECKER

Wholesale Seedsmen Grosstabarz, Germany

Offers of American Tree Seeds appreciated.  
Code, 5th edition A. B. C. used.

### Simplex Label Varnish No. 12

Will waterproof your wooden plant labels so that they will last for years

Easy to use

Dries in 5 minutes

\$1.60 per quart, \$6.00 per gallon.

By Express Only

Stewart & Co., 171 Broadway, New York.

J. F. Von Hafften, Consulting Forester

Winfield Junction, L. I., N. Y.

Offers the following spring seed which is ripe now :  
Acer—dasycarpum. Acer—rubrum Ulmus—Americana  
Betula—rubra. Please order now.

## Peach Trees and Strawberry Plants

all leading market sorts for Fall, 1914

MYERS & SON, - Bridgeville, Del.

Roses New and Roses Old

SUMMER GROWN ON OWN ROOTS

2½ inch for lining out

4 inch for short lists

THE LEEDLE FLORAL COMPANY  
SPRINGFIELD·OHIO.

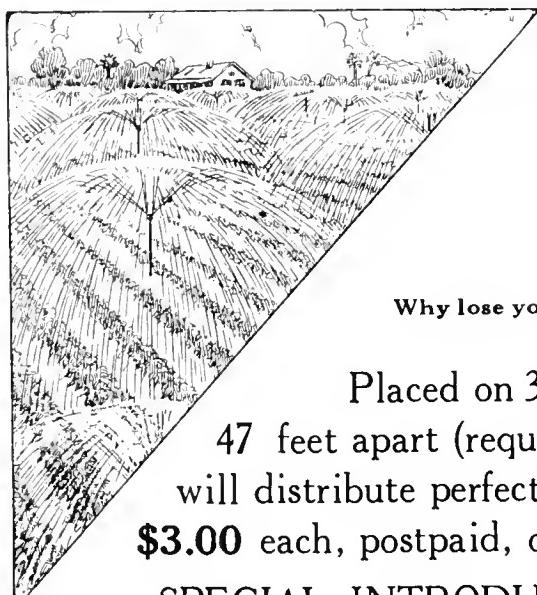
## Surplus Stock X X X Quality

40,000 Norway Spruce in perfect condition, 15-18 in., 18-24 in., 2-3 ft.  
25,000 Hardy Phlox, 50 best named kinds.  
5,000 Specimen Am. Arbor Vitea, 4-5 ft. sheared and root pruned  
stock. If in need of this quality ask for prices.

ADOLF MÜLLER

DeKALB NURSERIES  
18 miles West of Philadelphia

Norristown, Pa.  
4 kinds of railways



## Bountiful Crops and Beautiful Grounds

Are Always Assured by Using

## Campbell Automatic Irrigation Sprinklers

Why lose your crops or let your grounds burn up, when you can get rain when you want it and like you want it,  
by using this wonderful invention?

Placed on 3-4-inch stand pipes, 7 feet high, attached to an underground pipe system, and  
47 feet apart (requiring about 22 to the acre), these sprinklers, with only 20 pounds pressure  
will distribute perfectly and evenly an inch of water in the form of fine rain in four hours. Price  
\$3.00 each, postpaid, or \$60.00 per dozen, F. O. B. Jacksonville.

SPECIAL INTRODUCTORY OFFER—Send us money order for \$1.50, mentioning this publication, and we will mail you a sample sprinkler and our booklet, "MODERN IRRIGATION." One sprinkler only to each applicant at this price. Offer expires October 1, 1914.

J. P. CAMPBELL, No. 20 Union Terminal Building

JACKSONVILLE,

FLORIDA.

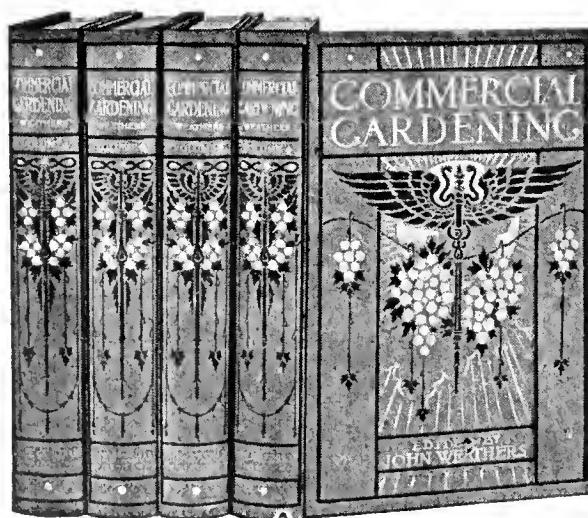
REFERENCES—Bradstreet, Dun's or Any Bank in Jacksonville.

## Bobbink & Atkins

Nurserymen and Florists

## RUTHERFORD, NEW JERSEY

Palms and General Decorative Plants, INSPECT  
Conifers, Shade and Ornamental Trees INVITED



Packed with Information That Has Not Before Been Published.

## Commercial Gardening

IN FOUR BEAUTIFUL, ILLUSTRATED VOLUMES  
By JOHN WEATHERS and 20 other experts

It is invaluable to every grower, who will find it helpful. The language is untechnical, straightforward and practical.

The illustrations are profuse and produced with that thoroughness and beauty for which British books are famous. Two composite cardboard models of the cabbage and potato in natural colors are presented to each subscriber.

The complete set of four volumes will be sent to you for only \$1.00 down and \$2.00 a month for seven months or until \$15 is paid.  
Further particulars on request.

The National Nurseryman,

Rochester, N. Y.

35TH YEAR

## Pan Handle Nurseries

WE OFFER A COMPLETE ASSORTMENT OF NURSERY STOCK CONSISTING OF

Apple	Poplar Carolina	Ampelopsis
Pear	Poplar Volga	Roses
Plum	Elm American	Evergreens
Cherry	Sycamores	California Privet
Peach	Mountain Ash	Buxus
Grape	Althea	Weeping Trees
Currant	Hydrangea	Catalpa Seedlings
Gooseberry	Barberries	Black Locust "
Small Fruits	Syringaeas	Fruit Tree "
Maple Norway	Clematis	Catalpa Speciosa Seed.
Maple Schwedlers	Honey Suckle	Etc., Etc., Etc.
Maple Silver	Wistaria	

Our stock is well grown and graded. Prices are such that it will pay to investigate. Come and see us or write.

J. K. HENBY & SON  
GREENFIELD, IND.

## WOOD LABELS

For Nurserymen and Florists

The kind that give satisfaction.

Facilities for the handling of your requisite, combined with the quality of our product is unsurpassed.

Samples and prices are at the command of a communication from you.

## Dayton Fruit Tree Label Co.

South Canal St., Dayton, Ohio

## The Framingham Nurseries

200 Acres  
High Grade  
Trees, Shrubs,  
Evergreens,  
Vines, Roses,  
Etc.



Fine Stock  
of  
Rhododendrons  
Kalmias  
and  
Andromedas

Send for Price List

W. B. WHITTIER & CO.

FRAMINGHAM, MASS.

We Offer for Fall 1914

## Norway Maple Silver Maple and Carolina Poplar

IN CAR LOTS ALL SIZES  
GET OUR PRICES

The Greenbrier Nursery Co., Inc.  
Greenbrier, Tennessee

## FAIRFIELD NURSERIES

### FRUIT AND SEED FARMS

OFFER for Fall 1914

GRAPE VINES—One and two years old. Varieties largely Moore's Early, Concord and Niagara. Also Scarlet or Crimson Clover Seed and Cow Peas. Free from weed seeds, all recleaned and guaranteed first class.

Correspondence solicited. Price list upon request.

CHAS. M. PETERS

P. O. Address, Salisbury, Wicomico County, Md., R. F. D. 3  
Long Distance Phone and Telegraph, Salisbury, Md.

## Fumigation with Hydrocyanic Acid

Gas Generated from Cyanide of Sodium 129%

Is the only positive eradicator of San Jose Scale and other Insect Pests. Endorsed by all agricultural experiment stations.

Manufactured by

The Roessler & Hasslacher Chemical Co.

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We offer for Fall 1914 and Spring 1915

Peach, 1 yr. Buds, 35 varieties

Apple, 2 yr., all grades

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Asparagus, 1 and 2 yr.

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Carolina Poplars, 8 to 16 ft.

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Please submit list of wants for prices.

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CHERRY—Two year, leading sour varieties.

CHERRY—One year, sweets and sours.

STANDARD PEAR—Two year, one of the best blocks we have grown; strong on Bartlett.

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APPLE—Two year grafts and one year buds.

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# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXII.

ROCHESTER, N. Y., JULY, 1914.

No. 7.

## REPORT OF THE 39th ANNUAL CONVENTION OF THE AMERICAN ASSOCIATION OF NURSERYMEN, HELD AT CLEVELAND, OHIO, JULY 24, 25, 26, 1914.

THE way the nurserymen began to arrive the day before the Convention opened gave promise of a banner meeting, this promise was more than fulfilled. "It was the best ever."

It was a treat to be in the Hollenden Hotel lobby and note the hearty greetings and general good fellowship. All looked prosperous, well and happy. Some perhaps showed the passing of time, while others actually appeared younger.

A splendid program had been arranged by John Watson and there is little doubt that every nurseryman went home glad he attended the Convention.

Unfortunately the Hon. Newton D. Baker, Mayor of Cleveland, was away from home, so could not give his address of welcome in person.

### Program

*Wednesday, June 24, 9.30 A. M.*

Invocation—Rev. C. S. Harrison, York, Nebraska.

Address of Welcome—Hon. Newton D. Baker, Mayor of Cleveland.

Response—J. W. Hill, Des Moines, Iowa.

President's Address—J. B. Pilkington, Portland, Oregon.

Report of Secretary—John Hall, Rochester, N. Y.

Report of Treasurer—Peter Youngers, Geneva, Neb.

### Committees

Entertainment—W. B. Cole, Painesville, O.

Legislative—East of Mississippi River—William Pitkin, Rochester, N. Y.

West of Mississippi River—Peter Youngers, Geneva, Neb.

Tariff—J. McHutchison, New York.

Transportation—C. M. Sizemore, Louisiana, Mo.

Co-operation with Entomologists—L. A. Berckmans, Augusta, Georgia.

Root Gall—E. A. Smith, Lake City, Minn.

Paper, "The Mission of Beauty," C. S. Harrison, Harrison's Select Nursery, York, Neb.

*Wednesday Afternoon, 2 o'clock*

"Some Reminiseenes." Ethan Allen Chase, Riverside, California.

"Pecans for Profit." W. C. Reed, Vincennes, Indiana.

Uniform Legislation (Report of Committee). William Pitkin, Secretary to Committee.

Discussion—Prof. J. G. Sanders, State Entomologist, Madison, Wis.

Prof. E. L. Worsham, State Entomologist, Atlanta, Ga.

"Roses." Illustrated with Lantern Slides. Robert Pyle, Pres. The Conard & Jones Co., West Grove, Pa.

"Ohio Nurseries." Illustrated with Lantern Slides. N. E. Shaw, Ohio State Inspector, Columbus.

### *Wednesday Evening.*

At 7.30—Meeting of American Nurserymen's Protective Association. Thomas B. Meehan, Secretary.

At 8.30—Meeting of American Retail Nurserymen's Protective Association. Guy a Bryant, Secretary.

### *Thursday Morning, 9 o'clock*

Report of State Vice-Presidents.

"Competition." John H. Dayton, Secretary, Storrs & Harrison Co., Painesville, Ohio.

"Water." Jim Parker, Teeumseh, Oklahoma.

"Trade Conditions in the Dominion." F. Hogg, Toronto, Ontario.

"How to Secure a Uniform and Correct System of Nomenclature in Nurserymen's Catalogs." Prof. E. R. Lake, U. S. Pomologist, Department of Agriculture, Washington, D. C.

"Where are our Trees Going?" Jefferson Thomas, President Thomas Publicity Service, Jacksonville, Florida.

"Fitting Trees to Climate and Soil." Henry Hieks, Hieks Nurseries, Westbury, Long Island, N. Y.

### *Friday Morning, 9 o'clock*

"What can the Nursery Interests do to Help Solve some of the Problems of a Commercial Nature that Confront the Producers of Orchard Products?" George C. Roeding, President Fancher Creek Nurseries, Fresno, California.

"Problems of Marketing our Products." J. R. Mayhew, President Waxahachie Nursery Co., Waxahachie, Texas.

(Subject not named.) J. W. Hill, President Des Moines Nursery Co., Des Moines, Iowa.

Unfinished Business.

Resolutions.

Adjournment.

## PRESIDENT'S ADDRESS

*J. B. Pilkington, Portland, Oregon.*

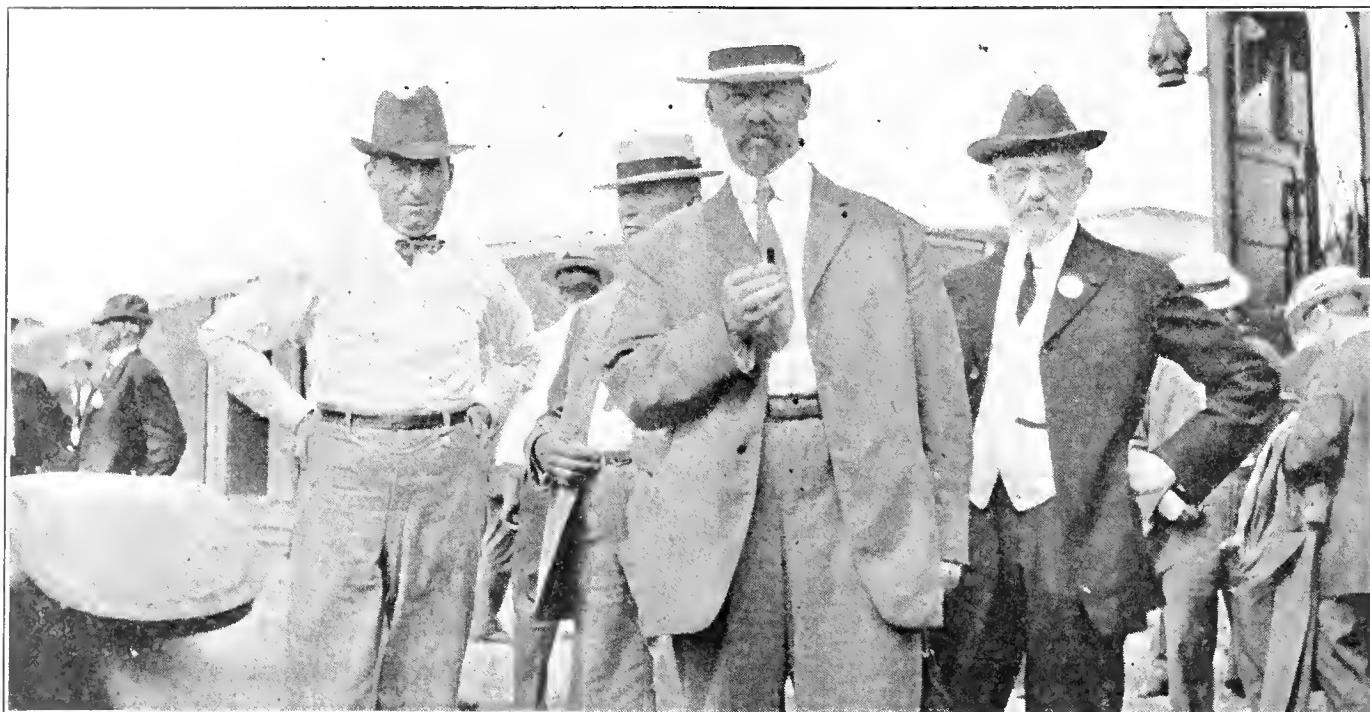
A year ago a small but representative membership of the American Association of Nurserymen journeyed across the Continent, to the Pacific Coast, to hold their 38th Annual Convention in joint session with the Pacific Coast Association of Nurserymen, at Portland, Oregon. This was the first convention of the American Association west of the Rocky Mountains; and though the attendance was small the combined attendance of the two Associations was large, and the Convention, judging by the enthusiasm and report, a pronounced success.

Today, the 39th Annual Convention of the American Association of Nurserymen, the conditions are reversed, and it is regrettable that the Pacific Coast does not return a delegation equally as strong as those who came to us last June. But the few of us who are here, make up in loyalty to the parent organization what we lack in numbers. We have left the land of three cent apple

To hold this Convention in this beautiful city of Cleveland,—a city supreme in its commercial activity, proud of her civic improvements, her boulevards, parks and avenues, and in these latter glories you nurserymen have had no little part,—a city within reasonable distance of East, West, North and South; with such conditions and such a program, second to none, in importance and interest, why should this Convention not spell success, just as for a number of years each convention has been more successful than its predecessor.

It is not my intention to weary you with a long drawn address, nor to encroach upon the work and reports of your committees. In the committees, you have the working men of the Association, and when you honored me by electing me to the Presidency, it did not take me long to realize that the years work depended, not upon myself but upon these same committees.

Take, for instance, the Program which is to follow: which has been entirely in the hands of the indomitable



*Reading from left to right W. C. Harrison, President Storrs Harrison Co., J. B. Pilkington, Portland, Oregon, Milton Moss, Huntsville Wholesale Nurseries, Huntsville, Ala., "Will" Ilgenfritz is just in view over the shoulder of Mr. Pilkington.*

trees and slow collections, temporarily only, and are glad to intermingle with our fortunate Eastern brethren,—you who, if reports are true—are happy, satisfied and prosperous, having had the best clean-up for years, and no brush piles. We Pacific Coasters have had no brush piles either, following the Coast custom of keeping our trees another year or two, and have been enjoying the pleasures of monthly fire sales and deceiving ourselves with the fallacy that cheap prices stimulate demand and planting. No orchardist plants trees because they are cheap, but it is a condition that periodically confronts us all, East and West, and we are bound to have slumps in apple trees just as we have had in cherries, pears and other stock. Curiously, these conditions seem to go hand in hand with other calamities, and for want of a better reason we are willing to attribute the cause to a Democratic year.

But we are not discouraged, and are glad to be here to share in your satisfaction and success; to imbibe and assimilate some of your optimism.

John Watson, and to those only who have had similar work in previous conventions, is realization possible of the responsibility he has shouldered, and our obligation to him.

In compliment to Mr. Watson, permit me to say that his views be submitted in this assembly to future committees:—that no papers be read before the Convention except by the authors of same; that discussion, whether on reports of committees or the various subjects on the program, is necessary to bring out ideas, and members are earnestly requested to present their views in these matters.

The work of such committees as those on Legislation, both the Eastern and Western Committees, the newly created committee on Uniform Horticultural Laws, Transportation, Publicity and other equally important matters, has imposed no little task upon its members, and this work has been faithfully and generously given to the Association.

Can we go on indefinitely and expect men of experience, like Messrs. Pitkin, Youngers, Dayton, Meehan, Sizemore, Berkman, Smith and others to continue this



*John C. Chase. He is of label fame and an enthusiastic member of the order of "Yellow Dogs."*

work gratuitously? From a business standpoint our Association represents interests having investments running into millions of dollars, and were our work represented by a corporation, or a private interest, our affairs would be conducted along business principles, with the idea that all expenditures are necessary and receiving splendid results for expense involved. Our treasury today shows a balance of some \$6,000, the largest known in the history of the Organization, but a mere bagatelle when drawn upon to meet obstacles which constantly confront us, or to attain the object these committees could accomplish, were they given free reign.

The matter of a salaried man to handle the affairs of this Association will be brought before this convention. Such a position is not a mere clerical one, and the duties and responsibilities will tax the abilities of a man of vast experience. Such a man will not be an easy one to find, but it is useless to look for such a person until we provide the means—cash—to sustain him.

In previous conventions various methods were suggested for financing our projects. At present we have but one source of income,—our annual dues, sufficient to carry on our ordinary work, but to provide a fund of from \$5000 to \$10,000 annually, if necessary, is a condition confronting us.

#### MEMBERSHIP

This year's Badge Book shows a list of 410 members; since its issuance some twenty or thirty have been enrolled, but the total falls short of last year's roll of 473. You are familiar with Mr. McHutchison's work a year ago, in increasing the membership, securing over 100 new members. This lead has not been maintained, and though the campaign on the part of our State Vice Presi-

dents has blown hot and cold, results do not materialize.

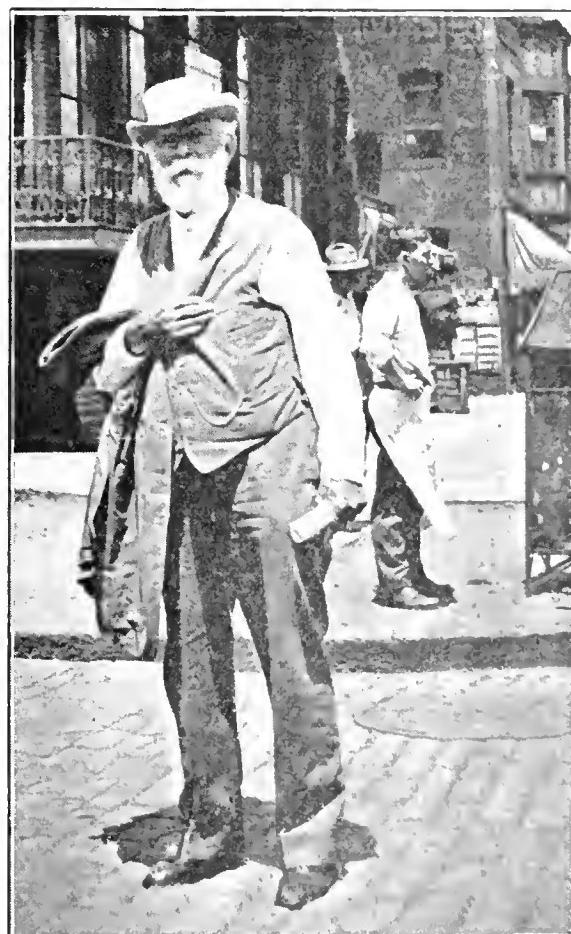
At the proper time I should like to have the Association as a whole, discuss this matter.

During the past year the members of our Association have again suffered from internal troubles, the never ending bugaboo of price cutting being strongly present, and the matter of credits has strained many otherwise pleasant relations. For the former there is no remedy other than education and reason, and it is to be hoped that some day we shall see the evil of cutting prices in the hope of beating the other fellow to it. Credits are a matter of agreement, but the unwritten law is being encroached upon with increasing frequency. The June 1st accounts are dragging out into July and August, and accounts due for material, supplies, buds and scions, whose value is largely represented by labor or cash outlay, should not be paid for June 1st following, but within thirty days from date of invoice.

#### TARIFF

The Underwood Bill, effective last year, has given us a clear interpretation of duties upon imports. In essence it has lowered the specific tax on apples, pear and other fruit seedlings, from \$2.00 to \$1.00 per 1,000, and the *ad valorem* tax from 25 per cent. to 15 per cent. on general lines not subject to specific tax. While the new law has undoubtedly saved our importers considerable money, will it continue to do so? I predict that this decrease in cost to us will be offset by a raise in price upon the part of the foreign growers.

In conjunction with this, are we protecting the interests of home grown stock? In the vast area of the United States we have districts suitable for the growing



*C. S. Harrison, York, Neb., a veteran nurseryman and a lover and authority on Rocky Mountain evergreens.*

of all stock. On the Pacific Coast we are successfully growing apple, pear, Mazzard, Mahaleb and Myroblan. The propagation of roses, conifers and ornamental stock

is increasing constantly, by some of our larger growers, and the advantage of having on hand home-grown stock, that is strong, vigorous and true to name, is readily apparent in contrast with imported stock that reaches us weak in vitality, sometimes a total loss, and when we do whip it into life find it mixed in variety, and an occasional sprinkling of brown tails.

In conclusion, I want to thank the Association for the honor conferred upon me. I have learned the difficulty of being at the head of an organization, when 2000 miles away from the center of activity. If I have not done my best, I have done the best I could at such a distance, and I thank you one and all, and particularly the members of the several committees, to whom the success of this convention is due.

#### SECRETARY'S REPORT.

To the members of the American Association of Nurserymen:

It is a pleasurable, but at the same time a sad, duty that falls to your secretary every twelve months when

I have hinted that there is also a sad feature in connection with the secretary's report, and that is the chronicling of the visits of the Death Angel among our membership. Our own beloved Longfellow wrote:

There is no flock, however watched and tended,  
But one dead lamb is there!

There is no fireside, howsoe'er defended,  
But has one vacant chair.

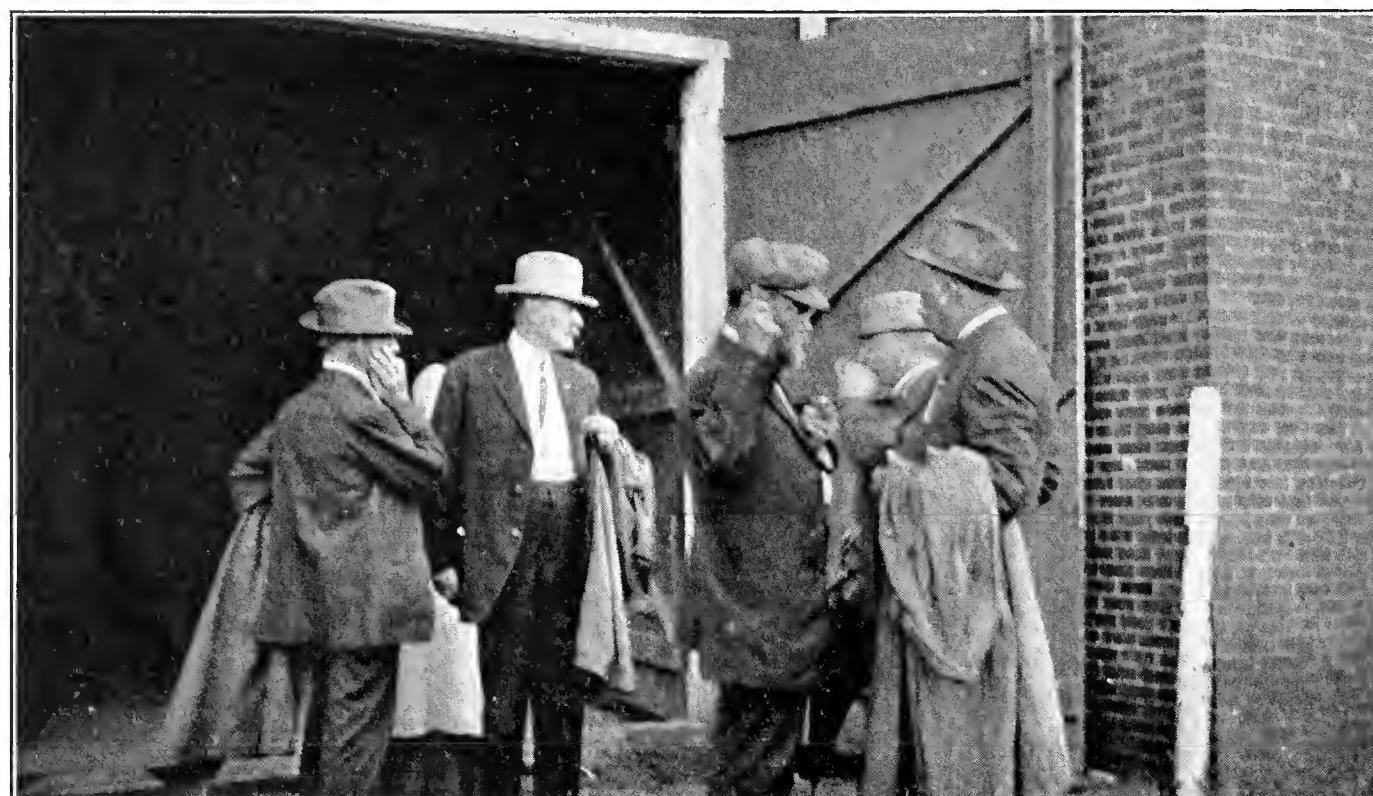
July 4, 1913, Mrs. F. W. Kelsey, wife of F. W. Kelsey, Orange, N. J.

August 18, 1913, Charles M. Hooker, Rochester, N. Y., aged 81 years. We were able to get a brief notice in the 1913 Proceedings and shall hope to make more extended notice in the next issue.

November 4, 1913, John Rice, Geneva, N. Y., aged 70 years.

In January last, at Siasconset, Mass., Mrs. John Craig, widow of the late Professor John Craig.

January 15, 1914, W. S. Leonard, Hilton, N. Y.



*Reading from left to right J. H. Dayton, M. McDonald, Oregon Nursery Co., Orenco, Oregon, H. F. Hillenmeyer, Geo. C. Roeding, Fresno, Cal.*

we are assembled in convention. Pleasurable in the recollections of the incidents which have sprung up in the extensive correspondence he has had with members; pleasurable also in the realization of reasonably favorable results in the canvass for new memberships and patronage for the Badge Book. Of course there is the memory of strenuous pursuits of those whose responses were tardy—exasperatingly so, sometimes—experiences softened only by the thought that those same delinquents were having a good packing season and were then busily engaged, like myself, in the pursuit of collections. When the time came to close the forms for the printer, we even ventured to assume the responsibility of entering the renewals of some members who had ignored our numerous reminders and appeals. There was satisfaction, however, in these cases, in receiving the thanks and apologies of the delinquents when they honored my drafts.

#### FINANCIAL STATEMENT OF SECRETARY JOHN HALL 1913 RECEIPTS

June 19. Balance in bank and on hand .. \$125.40

Dec. 15. Memberships and other sources 71.00

#### 1914

June 16. Memberships, advts. for Badge Book, etc. ..... 2880.75

\$3077.15

#### DISBURSEMENTS

#### 1914

April 22. Paid Peter Youngers, Treas. \$ 196.40

May 27. Paid Peter Youngers, Treas. . . 2200.00

June 16. Paid Peter Youngers, Treas. 599.60

Balance ..... 81.45

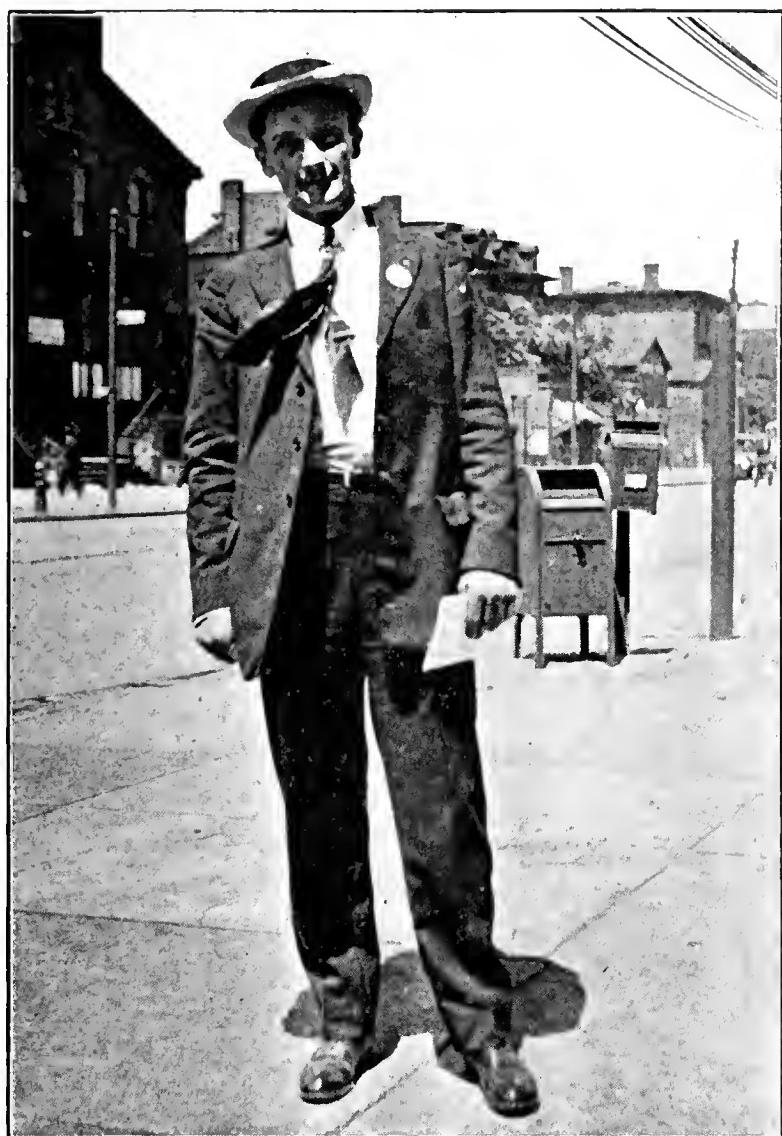
\$3077.15

JOHN HALL, Secretary.

**REPORT OF COMMITTEE ON UNIFORM STATE  
LEGISLATION.**

*William Pitkin, Chairman.*

At the Portland Convention in June, 1913, a special committee was appointed, to take up the matter of Uniform State Legislation, and contributions, to the special



*Prof. J. G. Sanders, State Entomologist, Madison, Wis.  
An enthusiast on "Uniform Inspection Laws."*

fund for the use of this Committee, were made by the members of the American Association and the Pacific Coast Association, amounting to \$1200 to \$1500.

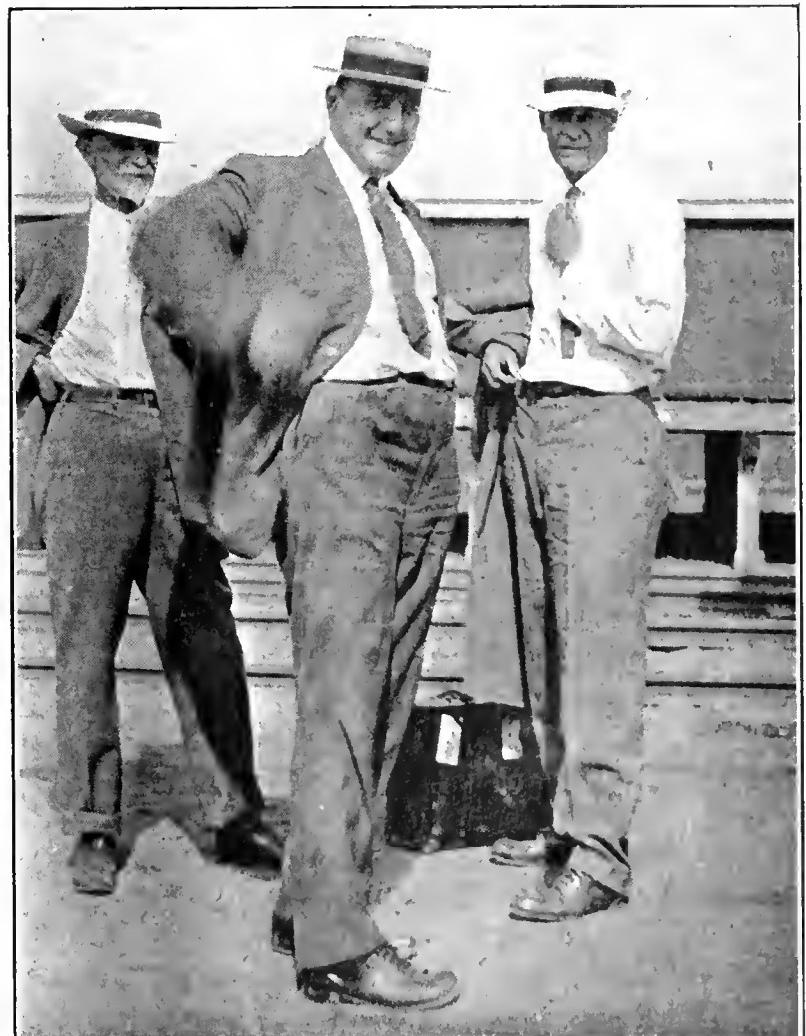
The first meeting of the Committee was held at Kansas City in December, 1913, during the sessions of the Western Wholesale Association. Mr. McDonald was unable to be present, but Mr. Youngers and myself had the opportunity of conferring with many of the Western nurserymen, particularly Mr. Stark, Mr. Stannard and Prof. Hunter, of Kansas, and also Mr. Meehan and Mr. Dayton of the East. Your Committee then learned that the National Association of Horticultural Inspectors, being the inspectors in charge in the various states, had at their last annual meeting in January, 1913, appointed a committee on this same subject, of which Prof. J. G. Sanders, of Wisconsin, was chairman, and that Prof. Sanders was then at work on the bill. We learned that the Inspectors' Association would meet at Atlanta, Ga., on December 31st, and your Committee was invited to be present at that meeting and discuss the bill to be presented by Prof. Sanders.

The Atlanta meeting was attended by your Chairman and Messrs. Meehan, Dayton, Stark, Youngers and

Berckmans. During a long session, Prof. Sanders' bill was thoroughly considered, by his committee and ours, and it was found that our ideas in the main were not very far apart. Prof. Sanders took the various suggestions under consideration, and agreed to revise his bill and within a short time to submit a revised copy to your Committee. We found the sentiment of the inspectors very strongly in favor of uniform state laws, and that they were thoroughly in earnest in the idea of harmonizing their own differences, if possible, and harmonizing any differences with the nurserymen, and thereby formulating a law that could be heartily supported by the inspectors, the nurserymen, and the fruit growing interests.

In joining with the inspectors, your Committee felt that a great step in advance had been made, and that very much more could be accomplished, if the two organizations worked together, than we could hope to accomplish alone. It was realized that it would be a long and slow journey anyway, but with their co-operation it might be progressed with reasonable and satisfactory speed.

Later, we were informed that the American Pomological Society, at its meeting in Washington during the winter of 1914, appointed a committee to consider the same subject, and selected as chairman of that committee Hon. Orlando Harrison, of Berlin, Md., and your Committee felt that it was extremely fortunate that the Pomological Society should be represented by one so thoroughly informed as to the necessities of the nurserymen, and the need of reasonable and uniform state legislation.



*Reading from left to right L. A. Berckmans, Augusta, Ga.,  
J. Edward Moon, Morrisville, Pa., Mr. Hill, Dundee, Ill.*

Later, Prof. Sanders submitted to your Committee a revision of his original bill. The revised copy was thoroughly considered by your Committee, and still further

changes and amendments were suggested and submitted to Prof. Sanders, in March, 1914. Since that time Prof. Sanders informs us that he has been extremely busy with routine and special work, and has been unable to find rainy days enough during which he could carefully consider our suggestions and re-draft his bill, but promises to give it attention as soon as possible, and it is the opinion of your Committee that the differences of opinion now existing can be easily harmonized, and that it will not be a difficult proposition for us to agree with Prof. Sanders and his committee on the main and important points of this law.

The law as now informally drafted is intended to provide for a state board of control, properly designated as to title, one of the members of which shall be a nurseryman actively engaged in the growing of nursery stock. The board to consist of three or five members; so that the nurserymen will be represented on such board, and the board will have the authority necessary to carry out the

nurserymen, and for the treatment or destruction of infested or diseased trees and plants, either in nurseries or other premises. It will provide for the issuance of certificates to the nurseryman, to the dealer and to the agent, and to nurserymen located outside of the state, and for a uniform system covering the certification of shipment in state and interstate commerce, and will include proper penalties for violation of the law.

These are, in general, the provisions of the bill now under consideration, and it is hoped to so work out its details that it may be reasonable and sane, and while properly safeguarding the interests of the fruit growers and the general public, will lay no undue and unnecessary burdens or restrictions on the conduct of the nursery business, either in state or interstate commerce. It is a large subject and the details must be gone over carefully and thoroughly, but it is hoped that the bill can be so drawn as to accomplish all that is needed, and without undue burdens. Your Committee can today only report



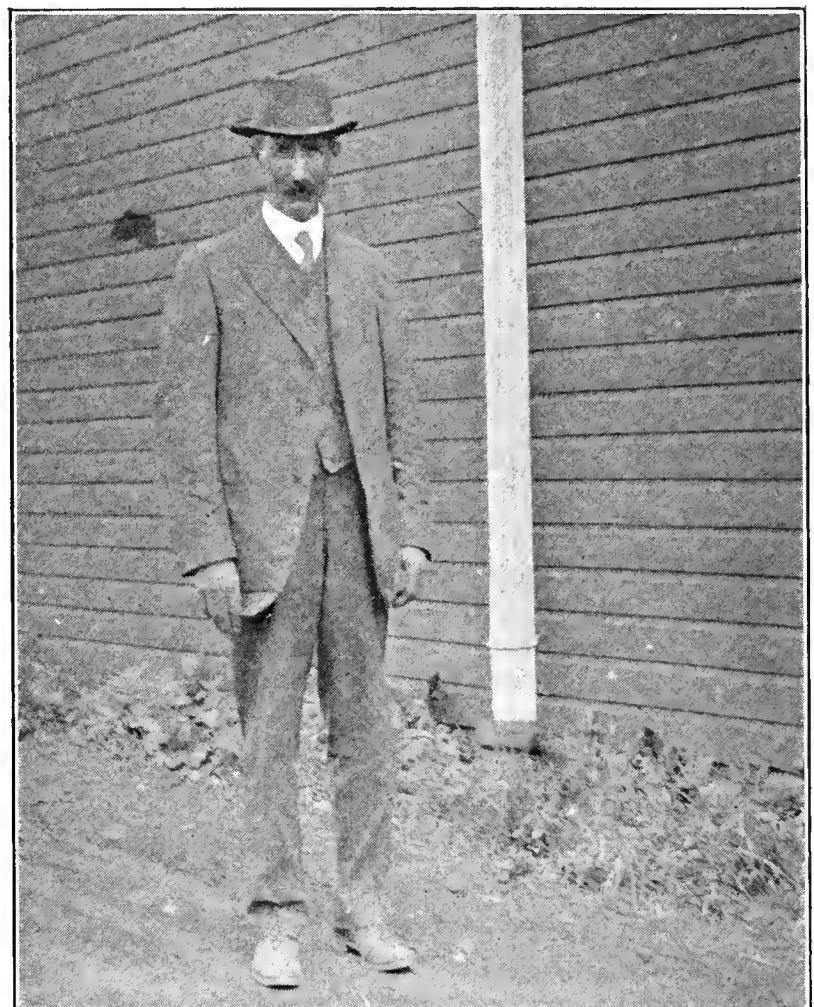
*J. H. Skinner, Topeka, Kansas, (centre) S. M. Meehan, Germantown, Phila. (on right)*

law and to provide the rules and regulations for its enforcement.

The bill will attempt to define the term "nursery," "nursery stock," "nurseryman," "dealer," "agent," and the "insects" and "plant diseases" included in the provisions of the act.

It will provide for the appointment of a chief inspector, whose duty it will be to carry out the details of the law, and all the rules and regulations authorized by the law, and under the direction of the board of control.

It will provide for a proper method of appeal to the board from the decisions or orders of the inspector, and will, of course, provide for the inspection of nurseries and other premises and the issuance of certificates to the



*Robert George, Vice President and General Manager, Storrs & Harrison Co.*

progress, and we think very satisfactory progress, and ask for further time, and will welcome a full discussion of the question and suggestions from any member of this Association.

It is felt that we are on the right track. After the bill is finally formulated, it must be brought before this Association for its approval, and must also be approved by the Association of Inspectors and the American Pomological Society. After that, it no doubt must be taken up with the fruit growing interests of the various states, and if approved by them, and the local inspection authorities, its introduction in state legislatures would be the next step, and at that point, with the approval and co-operation of the various interests mentioned, it should not be difficult

to secure the approval of the state authorities, who as a rule are willing to enact any reasonable legislation that is approved by the parties at interest. When that time



*J. Jenkins, Winona, Ohio, one of the pioneer growers of seedling evergreens.*

*"Will" Munson, Denison, Texas (in back, on the left)*

comes, the co-operation of the state nurserymen's associations, and the state fruit growers' associations will be necessary, and every member of this Association must realize that it will be up to him to do some hard work.

Your Committee has had the opportunity of consulting, from time to time, with Messrs. W. P. Stark, F. H. Stannard, Thomas B. Meehan, John H. Dayton and R. C. Berekmans, representing the Western, Eastern and Southern sections, and has had the benefit of their good counsel and advice, which has been freely given and for which we are thankful, and we also appreciate the advice and suggestions given us, from time to time, by other members of the Association.

#### REPORT OF COMMITTEE ON LEGISLATION EAST OF THE MISSISSIPPI RIVER.

*William Pitkin, Rochester, N. Y., Chairman.*

As Chairman of the Committee on Legislation east of the Mississippi River, I beg to submit the following report:

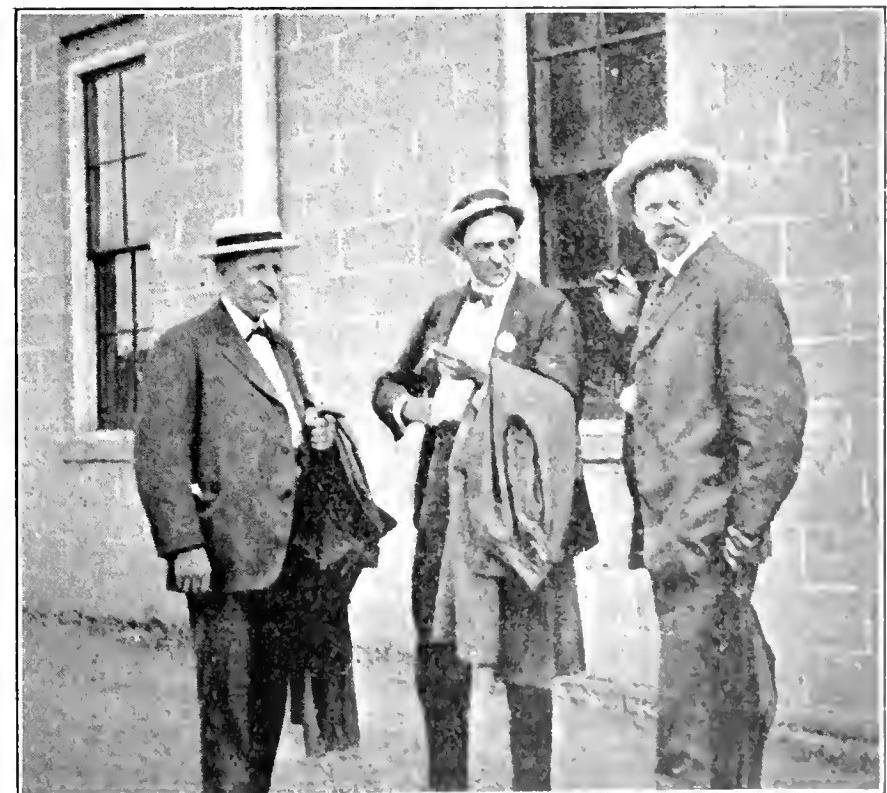
##### FEDERAL LEGISLATION

The report of this Committee presented at the Portland Convention in June, 1913, carried the subject up to the date of that report, and since that time very little of importance has developed on this subject. The Federal Horticultural Board has, we think, handled the matter fairly and reasonably, and with due consideration to the interests of the nursery trade, and no serious complaints as to rules, regulations and enforcement have been brought to the attention of your Committee.

In our report of June, 1913, we said:

"Your Committee wishes to correct an erroneous impression in the minds of some of the members of this Association, who seem to think that this law is a good thing because it provides for federal inspection of imported nursery stock. That impression is entirely wrong. The substance of the law is, that it places authority in the hands of the Federal Horticultural Board at their option to declare a quarantine against any and all foreign nursery stock and prevent its introduction into the United States, and further, that the law gives the Federal Horticultural Board power to quarantine any nursery or nursery section within the United States and prohibits shipments of nursery stock out of that nursery or nursery section during the continuance of the quarantine."

As many of you know, quarantines have already been established by the Federal Horticultural Board in certain sections of New England, on account of the prevalence of gypsy and brown-tail moth, and just before leaving home it came to the attention of your Chairman that the Federal Horticultural Board has announced a hearing at Washington on Monday, June 22nd, at which time will be considered the necessity and advisability of extending this quarantine to cover certain sections of Long Island and southeastern New York. Your Chairman has taken up the matter with the Department of Agriculture of New York State, and with some of the nurserymen located in the sections mentioned, but is unable to state at this time the result of the hearing and the decision reached by the Federal Horticultural Board. Further



*Reading from left to right F. H. Stannard, Ottawa, Kan., President Henry B. Chase, Huntsville, Ala., Ex-President J. B. Pitkington, Portland, Oregon.*

information, on this point, will be announced through the trade papers.

This confirms the opinion expressed in our report of last year, and the statement made then that the provisions of the federal law were such as might some day make

trouble for some or all of us, and as then stated as the opinion of your Committee, the enactment of this law was not a subject of congratulation, but rather one that should be viewed with regret.

In March, 1914, the Federal Horticultural Board issued an order absolutely prohibiting the importation of foreign nursery stock through the mails, on account of the difficulty of properly inspecting such shipments.

In February, 1914, the Federal Horticultural Board issued an order prohibiting the importation of any nursery stock affected with crown gall.

#### STATE LEGISLATION

*State of New York.*—In our report of June, 1913, reference was made to a bill introduced in the New York Legislature during the previous winter, but which failed of passage. It was again introduced in the Legislature during the session of 1913-14 and was handled by the Legislative Committee of the New York State Nursery-

remedy in a civil action, and that such action may be brought at any time prior to the third bearing year; but on the other hand it provides that the purchaser must notify the nurseryman as soon as he has reason to believe that the trees are not true to name, even though the point may not then be definitely determined, so that if there is any suspicion that the trees are untrue to name, the nurseryman may have an equal opportunity with the purchaser for observation and investigation. If such notice is not promptly given to the nurseryman, the purchaser would have no remedy in court.

It provides further that in any action to recover damages "the seller shall have the burden of proof in establishing that any contract not in writing, or any provision of any such contract, exempting the seller from liability or limiting his liability, was fully understood and agreed to by the purchaser;" and further, that this clause must be printed on all contract blanks and a copy of the contract left with the purchaser. The intent of this section



H. F. Hillenmeyer, Lexington, Ky.

men's Association, with the co-operation of this Committee. The bill was introduced and urged by the representatives of the fruit growing interests, with whom the Nurserymen's Committee had numerous conferences, resulting in the formulation of a bill containing no very serious provisions and applying only to the New York State Nurserymen. Full information has been given in the trade papers.

The law as passed is an amendment to the existing agricultural law and applies to the grower, wholesaler and retailer. It provides, in substance, for a certificate of inspection to be attached to each bundle or package, and that a label specifying the name of variety shall be attached to each bundle or package, and in case such bundle or package shall contain trees of different varieties, there must be attached to each tree therein a like label.

It provides that any purchaser, of fruit bearing trees who thinks that he has been damaged because the trees have not proven true to name as labeled, may have a



"Pete" Youngers could not get enough of Cleveland water is to provide that when, as is frequently the case, the nurseryman proposes to limit his liability, that the contract should be plainly expressed in writing, and when so expressed should be conclusive, but should there be no written or printed contract, then the burden of proving that the purchaser fully understood the limited liability feature of the agreement lies with the seller. Under this law the safer plan for both the nurseryman and purchaser is to have a written or printed contract covering the terms of the transaction.

The law further provides that the nurseryman must accompany the shipment of the trees with an itemized list of the same, and if requested by letter or in writing on the contract by the purchaser at time of purchase, the nurseryman must show on this itemized list the name of the county and state where the trees covered by it were grown, and the age of the trees and the name and address of the person for whom the trees were grown.

It is further provided that within five days after the receipt of the trees and list by the purchaser, that he shall

compare and notify the nurseryman promptly of any discrepancy between the list and the labels on the trees.

This is a reasonable proposition, and intended to give the nurseryman a fair show, so that he may have an opportunity of rectifying any error that has been made.

It further provides that every nursery agent must carry with him at all times, when engaged in selling trees, a certificate of agency signed by his employer, showing his authority to act as such agent, and upon request shall exhibit same to the purchaser, and must leave with the purchaser a copy of the contract covering the sale and purchase of the trees.

It is not anticipated that this law will work any serious hardship on the nurserymen of New York State, and it does not apply to nurserymen of any other state. The original draft of the law provided for a license fee to be paid by all foreign nurserymen. This provision was strenuously opposed by the New York State nurserymen and was eliminated at their request.

*State of Pennsylvania.*—In our report of June, 1913, we referred to a bill introduced in the Pennsylvania Legislature in March, 1913, which was then in committee. We were informed later that the bill passed the Legislature, but was vetoed by the Governor, and we have not been able to learn that it was again introduced during the session of last winter.

*State of Kentucky.*—Your Committee was advised during the winter that a bill had been introduced in the Legislature of Kentucky, making some amendments to the then existing law. Some correspondence was had on the subject, with the idea of endeavoring to shape the bill so that it would be reasonable and in conformity with the expected uniform legislation bill, but we understand that no progress was made with the bill in the Kentucky Legislature.

*State of Alabama.*—During the past year some changes have been made in the laws of the state of Alabama, which provide for a license fee for outside nurserymen. The matter was taken up by your Committee with several of the Alabama nurserymen, who explained to your Committee that they were anxious to have proper inspection work done on shipments entering the state, that the state appropriation was very small and not enough to take care of the work properly, and for that reason they consented to a license fee, although they felt that it was plainly unconstitutional, but they needed the money, and hope that within a reasonable time sufficient pressure can be brought to bear on their state legislature so as to secure larger appropriations and do away with the necessity for the license fee.

Your Committee felt, under the circumstances, that it would be well to help out our Alabama friends by keeping still, unless complaints were brought to the notice of the Committee by members of this Association. One or two such complaints have been made, and after the condition was explained the complaints have been withdrawn, so your Committee has taken no action, but your Committee of next year should be instructed as to whether this Association desires a test case brought in that state. It is the opinion of this Committee that the law is plainly unconstitutional and would so be declared by the courts.

In conclusion, your Committee begs to suggest that it is difficult for us to keep track of proposed legislation in all of the states. In the past, matters of legislation have come to our notice too late to do much good. We try to keep informed through the members and the trade papers and the press, but many things are likely to get by us. It should be the duty of the state vice presidents, and the members of this Association to keep watch of the legislation in their particular states, and to promptly notify the chairmen of your legislative committees of any proposed legislation, and when possible to immediately transmit a copy of the proposed law. If we are all watching these points, very much can be accomplished in preventing injurious and unreasonable legislation. Many bills are introduced and passed simply because the committee in charge has no knowledge of the situation, and if nobody appears against the bills, it is considered that they are good bills and ought to become laws, whereas the average committee is willing to do the fair thing if they know the facts and conditions, and many of these bills could be properly amended if there were an opportunity to discuss the measure with the committee in charge.

Your Committee would urge every member of this Association, and particularly the state vice presidents, to watch their state legislation carefully during each session of the legislature.

WILLIAM PITKIN, *Chairman.*

PETER YOUNGERS,

M. McDONALD.

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#### REPORT OF TRANSPORTATION COMMITTEE

*By Charles Sizemore, Chairman, Louisiana, Mo.*

June 24th, 1914.

#### UNIFORM CLASSIFICATION

Uniform Classification is still the most vital question that can, or will, effect the nurseryman. As nurserymen know, Southern Classification last November changed the ratings on nursery stock from sixth class car lots to fifth class, and from fourth class, less than car load, to third class, which increased the rates accordingly. But one feature of the change was the elimination of the 3c per lb. per valuation, and nurserymen in that territory can now collect invoice value on shipments that are lost or damaged.

With the change in the Southern Classification, nursery stock is now fifth class in car lots East of the Mississippi River, with the exception of Illinois, and seventh class in Illinois and West of the Mississippi. It appears to the Transportation Committee that the railroads are quietly trying to have the classifications in such shape that when it comes to uniform ratings they will be in position to place nursery stock all over the country, car loads, in fifth class, which would greatly increase the rates West of the Mississippi River. The nurserymen should watch this closely and if possible, endeavor to secure seventh class east of the River, and failing in that, possibly secure a compromise on sixth class.

The following clippings may be of interest to the Association:

From railroad news, *Globe Democrat*, November 16, 1913:

#### "UNIFORM CLASSIFICATION WORK"

"Vice President George F. Randolph, of the Baltimore and Ohio, who attended the meeting of the Executive Committee on uniform classification, composed of railroad officials who are working upon a plan to bring about uniformity in the classification of freight shipments, stated yesterday that the committee is making rapid progress in its work, and that to the present time the Official Southern and Western Classification committees have adopted 55 per cent. of the classifications recommended by the uniform committee. The deliberations of the railroad committee are of absorbing interest to shippers, the purpose being to standardize the regulations governing the shipping of articles to and from different territories. "The work of the Uniform Classification Committee is in response to a demand of the public," said Vice-President Randolph, "and considerable headway has been made despite the fact that many difficulties and perplexities have been encountered. In arriving at a common basis governing a uniform classification, it has been necessary to study the rate question, industrial matters, the markets of production and consumption and many other phases of the transportations of freight in order to arrive at conclusions fair alike to all sections. In arriving at the best results it has been necessary to secure close co-operation between shippers and the railroads, and the approval of the Interstate Commerce Commission at the same time."

From the *Traffic World*, April 11, 1914:

#### SENATE CLASSIFICATION HEARING

"Chairman of the various classification committees appeared on Wednesday before the Senate Committee on interstate and foreign commerce in opposition to bills authorizing the Commission to make a uniform classification for the entire country. R. N. Collyer of the official committee was the first witness. He said that the committees are working toward a uniform classification just as fast as the public and the Commission will allow them. He cited the suspension of Western Classification No. 51 and the opinion expressed with regard to it as the best evidence in support of his contention that the committees already in existence are working as fast as shippers throughout the country will allow them. With respect to No. 51 he called the attention of the senators to the fact that the Commission had advised the Western committee that it ought not to give the result of its labors to the public in such large doses, but, on the contrary, should proceed with the subject in more detail so as to allow those concerned to digest the production instead of asking them to consider an immense volume such as No. 51 was. He was followed on the stand by Chairman Fyfe of the Western and Powe of the Southern."

From railroad news, *Globe Democrat*, April 29, 1914.

#### "UNIFORM CLASSIFICATION"

WASHINGTON:—Uniformity of railroad freight classification would be provided in a bill favorably reported by a subcommittee to the House Interstate and Foreign Commerce Committee today. The bill would empower the Interstate Commerce Commission to prescribe "just and reasonable classification

of freight, both individual and joint, applicable on interstate commerce throughout the United States." The Interstate Commerce Commission has urged such legislation."

#### CHANGE IN CLASSIFICATION MEETINGS

Heretofore the Western and Official Classification Committee have held semi-annual meetings at different points in the country, which has proven so unsatisfactory, both to the railroads and shippers, that a change has been made, and now the Western and Official hold daily sessions throughout the year, the Western headquarters being at Chicago, and the Official New York City, which is a great benefit to all shippers as propositions that show up can be submitted to the Classification Boards any time and results secured without waiting six months or a year. No doubt the Southern Classification Committee will make the same change.

#### RELEASE CLAUSE:

Some nurserymen continue to bill their shipments released to a valuation of \$5.00 per 100 pounds, or 3¢ per pound, which causes, in a great many instances, controversy with the railroads in case shipment is lost or damaged, therefore, it will be of great assistance if the nurserymen will eliminate the release valuation except in a few cases where it is still carried on commodity rates that are in effect and on that basis.

#### TRANSCONTINENTAL AND NORTHERN PACIFIC RATES AND MINIMUM:

Reports come to the Transportation Committee from 15 to 20 different sources complaining about the twenty thousand minimum as required in the territory mentioned above. Your Committee has answered all such reports, calling attention to the fact that either class or commodity rates can be used, whichever makes the lowest rate.

One party shipped a car to Montana, billed at twenty thousand pounds, and commodity rate of \$1.25, when the class rate of \$1.02 and sixteen thousand pound minimum could have been used.

#### BOX BUSHES:

Some of the eastern nurserymen have had trouble with shipments of Box Bushes in crates, and the matter being brought to the attention of the Transportation Committee was taken up with the Official Classification Committee and effective July 1st the Official Classification provides for rating on trees in crates, at one and one-half times first class. This is better than double first class, but not as good as the nurserymen expected.

#### LOWER RATING ON TREES, ROOTS BOXED AND BALED.

The Transportation Committee is going to take up with the Uniform Committee on Classification the question of trees with the roots boxed and tops baled, which rating is desired by the Northern nurserymen, who claim it is impossible to satisfactorily box large shade trees so they can be loaded in box cars. Your Committee is going to ask for the same rating on trees boxed with tops wrapped as is now allowed on trees completely boxed.

**DORMANT AND NOT DORMANT NURSERY STOCKS**

Complaints continue to come in that railroad companies charge not dormant rate on dormant stock and, while the question is up with some of the Classification Committees, no definite conclusion has been reached. Your Committee on Transportation believes, and is backed by the Chairman of the Official Classification, that the nurseryman should, as far as possible, thrash out the dormant and not dormant question, and pass a resolution on what should be classified as dormant and not dormant, and let the Transportation Committee present the resolutions to the Committee on Uniform Classification for action.

**NEW EXPRESS RATES:**

Presume all nurserymen are now in a position to realize the benefit of the new express rates, which went into effect February 1st; the general average reduction being between 20 and 25 per cent.

**REDUCTION IN RATES TO NORTH AND SOUTH CAROLINA.**

Effective June 20, a new tariff goes into effect, governing rates to North and South Carolina, and some other Southeastern points, which shows reduction in class rates, from the Ohio River, ranging from 5 to 14 per cent. and as nurserymen's commodities are all handled under class rates, this will prove beneficial.

**PREPAY CLAUSE:**

Quite a number of nurserymen made complaint against the railroads, which were compelling them to prepay freight on nursery shipments as required by the new classification. Your Committee referred them to the rule in the classification where nursery stock shipments could be accepted by the railroads without prepaying of freight charges as formerly, also wrote the railroads and otherwise handled the matter in a satisfactory manner to all concerned.

**SHIPPERS LIABLE FOR MIS-MARKING PACKAGES:**

Under a recent ruling of the Interstate Commerce Commission, shippers are held responsible for the mis-marking of shipments. A bill of lading delivered to the railroad company, which is properly made out, and the box marked wrong, will result in loss to the shipper, if, by the wrong marking, the shipment goes astray, therefore, nurserymen should be very particular to see that their bills of lading and shipments are the same.

**DELAYED SHIPMENTS, TRACINGS:**

Complaints continue to come in regarding delays to nursery stock and about tracing, etc. A letter on the subject from F. W. Kelsey Nursery Co., 150 Broadway, New York, reproduced below is for any action or consideration the Association may see fit to take.

"June 4th, 1914.

Chairman on Transportation,  
American Association of Nurserymen.

Dear Sir:—After another year of trying and costly experience from the delays incident to the tracing system, or lack of system by the railroads of the country in forwarding nursery material, permit me to renew the suggestion made last year to your

Committee as to the advisability of taking up this subject with the head officials of the trunk lines with the view of obtaining an executive order to all the freight, station and transfer agents of the different lines which, if carried out, would, in a measure at least obviate the delays both by car load lot shipments and consignments less than car loads.

These delays every season are the bane of the nursery business, causing untold losses, needless annoyance and exasperating inconvenience at a time of year when everyone in the business is under great pressure for time; a large part of which annoying delays could be and should be eliminated if taken up along the right lines with the head executive officers of the different lines, as mentioned.

As I am just leaving for a three months trip abroad, I regret that I shall be unable to attend the Cleveland Association meeting, but one would think the trade had suffered and is suffering sufficiently from the cause mentioned to take prompt and comprehensive action toward an adequate remedy.

We have, in many instances, found little trouble in prompt tracings and fairly prompt deliveries, but unless special attention is given to the matter of tracing from headquarters, troublesome and costly delays with which everyone is familiar, are more or less likely to occur at any time and on any shipment.

Hoping that this subject may receive at the Association meeting the attention it would seem to deserve, I remain

Very truly yours,  
(Signed) FRED'K W. KELSEY, Pres.

Briefly, the above constitutes the work of the Transportation Committee for the past year. As stated in the beginning, Uniform Classification should be watched closely and if the nurserymen can secure seventh class all over the country in car load lots and third class local, it will save them many thousands of dollars during the year.

**REPORT OF TARIFF COMMITTEE**

Pago Pago, Samoa Islands.  
April 20th, 1914.

Mr. President and Members of the  
American Association of Nurserymen:—

It is a source of great regret to me that I am unable to be with you this year and present my report in person, this being the first Convention I have missed attending for seventeen years, but my trip to Australia, my old home and birthplace, prevents my joining with you in your annual gathering.

While ready for action at all times, your committee has had practically nothing to do the past year. The present law is definite and specific in its terms and operates without any of the uncertainty and friction which marked former tariffs.

With this goes my best wishes for a successful Convention.

Respectfully submitted,  
JAMES McHUTCHISON, Chairman.

I wish to state that I am very much pleased with the National Nurseryman, which I consider a great help.

J. R. JONES.

## THE ROSE GROWING INDUSTRY

*By Robert Pyle, President of the Conard & Jones Company, West Grove, Pa. Read before the American Association of Nurserymen, Cleveland, June 24th.*

Gentlemen:—

It would be a pleasure if I might devote my time this afternoon to a discussion of the new roses which from information gathered in various parts of this country appear best adapted to American gardens. New hybrid perpetuums like Gloire De Chedane Guinoisseau, George Arends, and Coronation, new hybrid teas like George Dickson, Edward Mawley, John Cook's new Panama, also

I do not pose as an expert, but wish to submit for consideration some facts that bear a close relation to your future balance sheets.

Suppose for convenience, we divide the rose growing industry in America under three heads, first the cut flower business from producer to ornamental decorator, second, and in this the Nurserymen are more interested, the production of the small roses because really in itself a branch of the trade, and third field grown roses for outdoor planting.

Regarding the first I will not even cite statistics. You know as a rule that the cut flower men are a thrifty lot with acres of glass and still extending. Single firms



*Nurserymen and their Families Attending the 39th Annual Conv-*

the new Pernetianas, Mme. Edouard Herriot and Willowmere with many others some just christened and not yet launched. This subject alone deserves our attention, for it seems almost neglect to pass by such modern celebrities as American Pillar, Christine Wright, Climbing American Beauty, Exeelsa, Shower of Gold with which rose gardens have recently been enriched.

I pass by the opportunity offered for a discussion of the newer roses to a phase of the subject which appeals to me as deserving the thoughtful consideration of no less important a group of men than are gathered here.

Three years ago I traveled through western Europe with the express purpose of coming in touch with the leading rose growers and rose gardens, with camera cocked and eyes open for ideas as well as roses.

there are that handle easily a million roses annually and yet concentrate on a little more than a dozen varieties all told; that is one thing the Nurserymen cannot do.

Second the increasing demand for small roses is indicated by the growth of one center in this state alone which claims an output of seven million roses a year, and that is by no means the only place where such roses are produced in large quantities. While the first named class influence the taste of the American public and the second class mentioned influence the nurserymen by what they have to supply them, I believe the subject that most closely concerns you and that deserves the attention of us all is that if field grown roses for garden planting. Whether they be own root or budded, whether they be produced on the Pacific coast, the great gulf states of Mis-

sissippi and Alabama, the Atlantic coast states of Virginia, North Carolina and Georgia, whether from New York and Ohio or from the very heart of the country itself, while of real importance to us producers does not matter so much as does whether those in charge of these vast producing areas are awake to what appeals to me as an opportunity for bigger business at better prices.

You will remember that in the sacred history account of the people of Egypt, that it was "Joseph the dreamer," whose foresight and gumption had provided in advance for the lean years during which his people had enough and to spare.

Call it a dream if you will, and there are those here that

both ends of the game, as a part of his proposition.

He will tell you that among the most important distributing agencies of field grown roses are the nurserymen's agents or the small dealers; second, the department stores, and third the regular catalogs of the catalog houses. Perhaps the department stores are least particular about the quality and origin of their stock and are prone to neglect the essentials of care and treatment and in consequence probably hand out more stock that fails to make good than any other of the three distributing agencies mentioned. The nurserymen's agents do sell "stuff" as any one who grows for this class of trade realizes, but I am informed by one of the largest of them,



*a of the American Association of Nurserymen at Cleveland, Ohio.*

know more about this industry than I, but it is my firm belief that the rose growing industry in America is on the threshold of a new era, and if I mistake not, how rapidly we advance and take possession of the field before us will depend more upon the gentlemen who are here (or who read these words) than upon any other one group of men I can think of in America, unless it be a very little group with whose work I wish to make you later acquainted.

We are living in an age of co-operation. Noteworthy enterprises demand unity of purpose and continuity of effort and that only I feel is necessary to put the Rose growing industry in America where it rightfully belongs, foremost among the nurserymen's specialties.

Between the producer and consumer in this industry, as in others, stands the sales manager, he is obliged to know

that it is not the grower or indeed the agents who control the sales, but rather that as regards new roses especially he is limited and influenced according to the stock color plates which are distributed by the Rochester and other lithographers. So I turn to the last of the three distributing agencies, the catalog man, who hires expensive salesmen, and hires them by the thousands and consequently the selection of the varieties that he shall recommend and push are more entirely within his own control.

With a sales situation as above described what is the result: The department stores, take what the Holland salesmen choose to deliver. Second, the firm which depends upon agency distribution continues to grow largely the same old varieties in order to cover the sales produced mainly by lithographed plates, and while the catalog man

may be a little better able to dispose of new varieties as they come along, he too is slow to weave into his list the worthy new sorts as they are introduced—why? First because the general public do not now readily take hold of new sorts and second because the grower himself lacks first hand information regarding the new roses.

Except for one or two firms who are doing splendid test work for their own information, our present means and methods for testing new roses and disseminating information are woefully inefficient and inadequate.

How many of us realize that new roses are being introduced at the rate of seven hundred every five years—yet how many of us know what we are getting when we buy new roses from abroad and therefore go slow and in con-

feel that it is only natural that they should go to the source of supply in Europe for what they want in the way of roses.

I have it on good authority that one enthusiast not from New York State or Ohio during the past year has bought upwards of seven dozens of rose bushes none costing less than \$3.50 a bush and a greater number \$5.00 each, having imported all of them from abroad, and from among the number only one the Rose Riehmond was hybridized in this country. I believe that this tendency to go abroad for roses is growing, not so much because of the superior quality of the stock as the new varieties there introduced and there *early* available.

Let us compare. The average number of roses offered by the six leading rose firms in America, the past spring was about 400. The average number of roses offered by the six leading rose firms in England was over 1,000. The total number of varieties offered by eleven leading American firms was a little over 1,000, and only 48 kinds were offered by them all.

In these eleven catalogs of 1914, I find ninety-one new roses not formerly listed by any of them. I calculate that American firms have begun adding on the average more than twice as many new roses annually as they did five years ago. But in selecting them it is largely guess work and consequently we still crawl along in the dark.

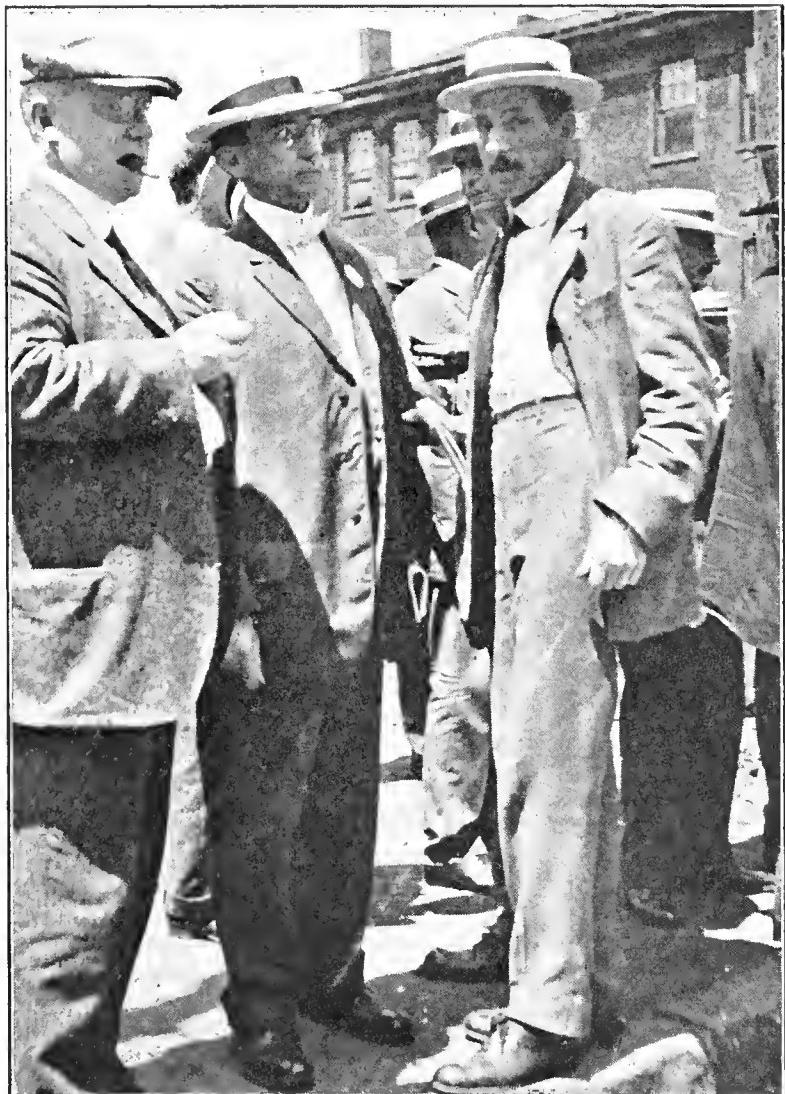
Therefore, in order that we may *walk in the light*, in order that we may not become burdened with the 4000 long list of the Europeans—in order that we may eliminate before they reach the Nurserymen's hands the varieties unsuited to our needs; in order that we may build our sales upon "make good" sorts only—I advocate that American growers provide adequate means for obtaining country wide tests of roses for Americans.

Having once established a means of obtaining regularly a dependable list of roses that will make "come back" customers, may we not turn to the other phase of our subject, that of creating throughout the country a greater interest in and a bigger demand for roses.

Painted upon the wall of a certain high building in Cleveland, you will notice a spectacular advertisement showing an Indian standing on a rock overlooking a great city completely illuminated. The Indian is made to explain "all light—no night"—a condition that is typical of every first class American city. What has made possible our magnificent illuminating systems? Because one Benjamin Franklin, of Philadelphia, detected evidences of a wonderful power lying latent about him. He blazed the way for modern electrical engineers; and electricity, which was a scattered force, and to the Indian unnoticed, has been brought under control and direction and is now used.

In the same sense and in no less a degree there is lying loose around us a love for the beautiful, which needs to be centralized, organized, controlled and used. The love for flowers is instinctive. The power of a beautiful rose to beget enthusiasm for more roses you all know. It is tremendously contagious, and do you know that if by means of roses the love for beauty, lying latent all over this big country.

If the rose men of America were to combine in a national advertising campaign (just as the lumber men and



*Robert Pyle, of Conard & Jones Co., West Grove, Pa., in (centre)*

*The Editor of the National Nurseryman (on right)*

sequence are so far behind our European brother as to give him the cream of the American trade.

Can this be true?

It is distinctly so in some sections. Just for example last week at the Syracuse Rose Show where I acted as judge, there was one amateur alone who showed one hundred and fifty varieties out of a collection of something over 250 in his garden, and he was only one of many I met there who were obtaining their stock directly from across the water. Several other amateurs with whom I have come in contact, typical of those who show a discriminating interest in having the best obtainable, seem to

the brick firms have done) their advertising manager in making his preliminary study of the situation would want at least to review the industry abroad, where last year the demand for roses exceeded the supply. As between the American situation and the European, he would discover one big and notable difference. I, therefore, propose to present to you photographs of some of the leading Horticultural Exhibitions held in England and of some of the most distinguished private and public rose gardens in France, and I want you to see if you can detect wherein our European craftsmen have succeeded in arousing public interest in a field in which we are merely pioneers. Mr. Pyle here threw on the screen with colored lantern slides, views of the great shows of the National Rose Society of England, of the Royal Horticultural Society, of the leading growers of England, Ireland, France, Germany and Luxemburg.'

#### MEEHANS' GLOBE HEAD MULBERRY.

The picture herewith will give some idea of the appearance of this novelty in trees exhibited for the first time at the Cleveland Convention by Thomas Meehan & Sons, Dresher, Pa.

It is undoubtedly a good thing and should be in great demand as there is nothing like it. It originated on the Meehan Nurseries and has been tried out and found as



hardy as the Teas' Weeping Mulberry. There should be a great future for it.

While suggesting the Catalpa Bungei in habit it is entirely different and will be of great value to the landscape gardeners in their formal work.

#### PACIFIC COAST NURSERYMEN'S MEETING.

The 12th Annual Convention of the Pacific Coast Nurserymen's Association was held at Vancouver, B. C., June 16th, 17th and 18th. Hotel Vancouver, being the headquarters. The attendance was unusually large and the meeting was a most enthusiastic one. The program was of a varied character and the discussions brought out many interesting and valuable points.

The meeting was opened with an address by His Worship, Mayor T. S. Baxter and a response on behalf of the British Columbia Nurserymen by R. D. Rorison, Vancouver, B. C., and on behalf of the Pacific Coast Association by Richard Layritz, Victoria, B. C.

The various vice-presidents presented their reports and the reports of the Executive, Transportation and other committees were likewise read.

At the afternoon session Mr. M. McDonald, Oreneo, Oregon, presented the report of his committee on "Uniform Horticultural Laws," outlining the work which had already been accomplished. At a later session a Uniform Inspection Bill was read, which it was recommended be sent to the American Association of Nurserymen at the Cleveland Convention, with the request that it be given careful consideration by the same committee of the National Association.

Richard Layritz, Victoria, B. C., President of the Association read his annual address.

Later in the afternoon a trip was made to Capalino Canyon by auto.

Wednesday morning was occupied by the reading of papers on "Uniform Inspection Laws" by Prof. M. L. Dean, State Horticulturist, Missoula, Mont. "Inspection Laws and Regulations of British Columbia" by Prince Ellison, Minister of Finance and Agriculture, Victoria, B. C., "Practical Orchard and Nursery Inspection" by C. Malmo, Seattle, Wash. "Experiments with Crown Gall at Oreneo, Oregon" by Prof. H. S. Jackson, Plant Pathologist, Experiment Station, Corvallis, Oregon. An address was also given by C. Gordon Hewitt, Dominion Entomologist, Ottawa, Canada. "Increased cost of Production" by Mr. Miller of the Milton Nursery Co., Milton, Oregon. "Bonding System for Nurserymen" by John Lannis, Cupertin, California. "Roses, New and Old, How to Treat Them" by Mr. Bailey, of the Royal Nurseries, Vancouver, B. C.

The afternoon session closed at 3.30 and the members and their friends were taken for a drive through Stanley Park, around Marine Drive and through the principal points in the city.

In the evening the Pacific Coast Protective Association held their Annual Meeting.

Thursday morning the session opened at 9.00 a. m. with the reading of papers on "Horticultural Treatment in Landscape Work" by Col. E. Hobday, Victoria, B. C. "How to Encourage a Greater use of Ornamentals" by A. W. McDonald, Toppenish, Wash. "Organization of Nurserymen and Florists, Its Necessity, Value and Possibility" by William Schaumann, Vancouver, B. C. "Main-

taining Fertility of Nursery Land" by Prof. C. I. Lewis, Corvallis, Oregon. An address was also given by W. T. Macoun, Dominion Horticulturist, Ottawa.

The afternoon session was opened by the reading of a paper "Varieties of Fruits for British Columbia" by R. M. Winslow, Horticulturist, Victoria, B. C. "The Panama-Pacific International Exposition in Relation to Nursery Interest" by George C. Roeding, Fresno, California. "Herbaceous Plants in Landscape Gardening" by James Manton, Victoria.

The following officers were elected.—President, J. Vallance, Oakland, California; C. F. Lansing, Salem, vice-president for Oregon; A. J. Elmer, San Jose, vice-president for California; P. A. Dix, Salt Lake City, vice-president for Utah; E. F. Stephenson, Tampa, vice-president for Idaho; D. J. Tighe, Billings, vice-president for Montana; F. A. Wiggins, Toppenish, vice-president for Washington; Joseph Brown, Vancouver, vice-president for British Columbia. C. A. Tonneson, of Tacoma, was re-elected secretary-treasurer.

The executive committee elected were as follows,—D. W. Coolidge, of Pasadena; F. H. Wilson, of Fresno; and E. W. Gill, of West Berkeley, California.

The feature of the closing session was an address by Hon. Price Ellison, Minister of Agriculture. He urged the nurserymen to supply the Old Country market. There was no reason why shipments of fruit should not be sent from the Pacific Coast to the London market.

In opening his address Mr. Ellison said he knew to what extent the nurserymen of the province had helped the advancement of agriculture. "The government is anxious to aid the nurserymen," he continued. "Sometimes when we have had to condemn trees the nurserymen may think otherwise, but I can assure you that the government inspection of fruit pests is maintained solely for your good, the good of the fruit grower and the good of the consumer. The success of the fruit grower is your success and the government regulations, no matter how strict, can not be too far-reaching to protect growers. We want you to help and encourage the government in this work."

"Although we in British Columbia are young in the fruit raising sense, we have borrowed many of the methods of our American cousins and think we can now claim to be in the same rank as American fruit growers," he added.

"There is one thing that I would like particularly to emphasize to you, and that is that more effort should be made to supply the Old Country market. The Panama Canal will soon be open and with that event the rates for shipping fruit should be cut in half so that you will be ably greatly to reduce your prices on the English market. There is no reason why shiploads of fruit should not be sent from the Pacific Coast to the London market and should advise you most strongly to go into this matter fully," he continued.

Regarding irrigation, he stated that the statement sometimes made that irrigation did a fruit tree much

harm was in his experience quite unfounded. There are, he said, trees in the Okanagan Valley that have been grown with irrigation for fifty years and are still in good bearing condition. Of course he stated, too much irrigation was bad for the trees, but that was more often the fault of the man behind the irrigation than irrigation itself.

A special vote of thanks was tendered to W. Elletson, the reception secretary, for his unfaltering efforts to give the delegates a good time.

The many delightful entertainments and excursions tendered the delegates were greatly appreciated, trips being made to Brown Bros. Nurseries, at Port Hammond, the largest of its kind in British Columbia. They also visited Colony Farms at Coquitlam. At Hammond lunch was served at the nursery. A banquet was also given to the visitors in the evening, followed by a delightful trip to Indian River in the steamer Melmore.

The place of the next meeting was left in the hands of the executive committee, though it is probable they will decide upon San Francisco.

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## SENSIBLE REMARKS OF A CANADIAN NEWSPAPER

### THE CITY COUNCIL AND THE SALE OF TREES

The invitation of the parks superintendent to retail merchants to sell trees provided by the city for arbor day, and to turn in the cash to his department, is not regarded by some, who are in the trade, with favor. As a matter of fact this action puts the city council in the undesirable position of entering into competition with firms that make a specialty of providing trees for this purpose as part of their business, and they have the right to expect civic protection from this kind of opposition.

As ratepayers they should not be subjected to commercial competition even though the trees be secured by an official of the corporation, and are intended to encourage the beautification of the city. Those who desire to procure trees should be encouraged to support our local nurserymen, and the latter should not be handicapped by those who are elected to look after and promote their business development.

If the city enters into this business, and canvasses traders to do the selling for it, it sets an unwholesome precedent which may lead to trade opposition in other matters; and this is to be deprecated.—*The Calgary News, Alberta.*

# The National Nurseryman

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THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
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Editor ..... ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in Nursery Stocks of all kinds  
It circulates throughout the United States, Canada and Europe.

**Official Journal of American Association of Nurserymen**

**AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900**

## SUBSCRIPTION RATES

One Year in Advance.....	\$1.00
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Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed. Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered in the Post Office at Rochester, N. Y., as second-class matter.

Rochester, N. Y., July, 1914.

**MORE** All thoughtful nurserymen realize the nursery business has not made the progress it **UNITY** should. It has not kept pace with other lines. **NEEDED** There has not been the same organization, ex-ploitation and really no scientific management of the nursery business as a whole. Of course, there are plenty of individual firms, that have been well managed, and been eminently successful; but there is not enough cohesion, as each firm stands too much alone. The average nurseryman shuns scientific management, yet after all what is science but organized knowledge practically applied and this is the only remedy for the majority of our ills.

There may be many different views as to just what our troubles are, but most will admit that few know what to grow. Each nurseryman's success depends largely upon guess work, with the result that most seasons he has a surplus of some things and a shortage of others. Each nurseryman has his own individual expense of cataloguing, advertising and carrying a full line of things which he has neither the facilities nor ground to grow. The brush pile and half empty blocks of overgrown stock are the rule. There is an immense waste every year, because each nurseryman exploits the same stock and tries to market it in the same territory. Quality, grade, and that indefinable something (largely in the handling) that delivers the plant to the customer with its vitality unimpaired, is sacrificed to price cutting and heart-breaking competition.

These conditions result because there is no cohesion, and because every man is for himself.

We believe it would pay if each nurseryman grew what his land was best adapted for. For instance, the man who has land that will grow the finest apple trees would grow them and nothing else. The ground and equipment to produce the best Blue Spruce or the best

peach trees, Barberry or Norway Maples would grow these and nothing else and so on through the entire list of nursery products. There is no question that the specialist, who only grows one or two things, grows them well and becomes known as headquarters for them, makes more money and makes it much easier than the man who attempts to grow a full line. His overhead expenses are reduced to the minimum. His labor and catalogue bills are naturally much lower, his advertising and in fact every line of expense is cut to the lowest, yet he is enabled to put the very best goods on the market, simply because he conserves his entire efforts for one line, that he is thoroughly master of and is equipped to handle.

If the trusts were legal and one could take hold of the nursery business by scientific management, such as is given to the handling of big corporations, it would soon eliminate waste and increase production at less cost. Trusts and monopolies may be illegal, but scientific management is not, and if the nurserymen can only get together and combine forces to educate the public and exploit their goods rather than spend their efforts in cut-throat competition, many of the present difficulties would soon be overcome.

What is really needed is a managing board which would regulate supply, or at least a clearing house that would act as a barometer to the nursery business. Any-one who cares to study the tendency of the times cannot help but note the rapid strides that have been made where such unity is put into practice.

## PTERO-STYRAX HISPIDA.

At the Philadelphia Horticultural Society's show Thomas Meehan & Sons exhibited flowers from the *Ptero-styrax hispida*, which attracted a great deal of attention.

This is a wonderfully beautiful tree when in full bloom being quite distinct and unlike any other that is commonly met with.

The common name Wistaria tree is very suggestive, as the long panicles of bloom are similar in size and outline. The color, however, is pure white.

The flowers are produced in great profusion in June on the wood of the preceding year.

Like many more of our choicest flowering trees it is a native of Japan.

The tree when not in flower is not particularly attractive, the foliage and habit being a little coarse. Its habit is somewhat spreading and open, attaining the height of 25 or 30 feet. This height would give a trunk 10 to 12 inches in caliper.

It cannot be classed as an extremely hardy tree. In the vicinity of Philadelphia the young trees are liable to kill back, but as the wood becomes older and more mature this danger passes and mature flowering trees do not seem to be affected by the winter.

Bailey says "They are only precariously hardy as far north as Massachusetts in sheltered positions."

They may be propagated by seed, layers and green wood cuttings under glass.

A recent letter from H. E. V. Pickstone & Bro., Ltd., Cape of Good Hope, says "We appreciate your paper very much."

## THE NEW PRESIDENT.

The American Association of Nurserymen is to be congratulated on the selection and election of Henry B. Chase for President. There is no member better fitted



*Henry B. Chase  
President of the American Association  
of Nurserymen*

to serve in this capacity. Mr. Chase is a man of keen foresight, excellent judgment and full of energy, better still he is larger than the dollar. Under his guidance, the Association is sure to strive for the best ideals.

A prince of good fellows, he is one of the best liked men in the Association and is sure to have active support in furthering its best interests. The only thing that can be said against him, is that he has the reputation of being the founder of the "Secret Order of the Yellow Dog."

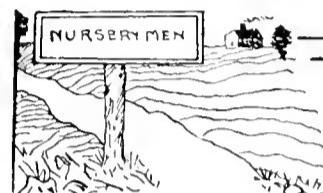
Mr. Chase comes from an old nursery family originally from New England but is now the President of the Chase

Nursery Co., Chase, Alabama, who with his brother, Robert Chase, manages this well known firm.

The nurseries comprising about 600 acres are splendidly located and equipped, and turns out very high grade stock, both in ornamentals and fruit.

While they do a small local retail business, they are primarily wholesale nurserymen with an enviable reputation.

A man public spirited enough to build ten miles of public road, using his own men for the labor and stone from his own quarry and stone crusher, as he did between Chase and Huntsville, Ala., is a good man to have as President of the American Association of Nurserymen.



### Business Movements.

Citronelle Nursery & Orchard Company was incorporated April 4, 1914. Officers are as follows: L. Reeves, President; Mina Reeves, Vice President; R. L. Scott, Secretary and Treasurer. Capital \$6000. The nursery is located at Citronelle, Alabama, in Mobile County, in the northern part of the new Citrus fruit belt of the Gulf coast now attracting so much attention on account of the Satsuma Oranges, Paper Shell Pecans and Sand Pears, while a general line of citrus fruit and nut trees are grown for the southern trade.

Papers were filed in the probate court in Mobile, Alabama, for the incorporation of the Alvin Nursery Company. The capital stock is \$10,000. They will conduct a general nursery business. The following are the officers and incorporators: K. Sawada, Grand Bay, S. Imura, Mobile, president; M. P. Barker, Chicago, Ill., vice-president; S. Imura, Mobile, treasurer.

### A GOOD SUGGESTION.

It has been suggested that instead of going to a hotel in Detroit for our next convention, we charter a boat for three days and take a trip on the lake. The business of the convention could easily be attended to on board. There would be no absent members.

We would not be without the "National Nurseryman."

H. J. CHAMPION & SON, Ohio.

"THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR APRIL, 1914, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	APRIL—				TEN MONTHS ENDING APRIL—					
	1913		1914		1912		1913		1914	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
<b>Plants, trees, shrubs and vines:</b>										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage	914	8,631	2,357	16,847	216,013	1,713,633	288,587	1,822,424	215,947	2,088,608
M.....dut...		35		2,414		22,607		3,407		11,786
All other.....{ free ...	183,542		191,224		1,124,361		1,254,682			1,346,352
dut.......										
Total.....	192,208		210,485		2,860,601		3,080,513			3,446,746

## CONVENTION VISITORS ENTERTAINED BY THE STORRS AND HARRISON CO.

The visit to the Storrs & Harrison Co., Painesville, Ohio, was a fitting close to the best attended and most sat-

done so, especially among the ladies, but by the time the train pulled into the nurseries the rain had cleared off and a better day could not have been wished for.

Arriving at the nurseries, automobiles and carriages had been provided to take the guests over the grounds of



*A part of the barns and show grounds of the S. & H. Co.*

isfactory convention the American Association of Nurserymen ever held.

A special train was chartered to take the guests and everything went as smoothly as clockwork, no detail being omitted that might add to the comfort of the guests. "Tommy" Meehan acted as train boy dispensing cigars,

the nursery, which was acknowledged to be one of the largest, most complete and best equipped concerns in the country.

It has an acreage of about 1500 acres, all in a superb state of cultivation, to say nothing of the greenhouses, seed and bulb warehouses, offices, cellars and storage



*A block of Cannas at the S. & H. Nurseries.*

cigarettes and chewing gum and did a thriving but unprofitable business, especially in cigars, S. & H. Brand.

The morning broke cloudy and raining. This perhaps prevented many from going who otherwise would have

houses, all in spic and span order that speaks volumes for the efficient management of Messrs. Dayton, George and other officers of the Company.

The place is too big to see in a day's visit, much less de-

scribe in these short notes. Our friends from the west had an opportunity to see that we have big things even in the east.

There was no better tribute paid to the Storrs & Harrison Company than when George Roeding, President of the Fancher Creek Nurseries, Fresno, California, said: "seeing such places made him feel what a small piece of humanity he was and he would go home and try to do better and greater things."

After the first trip through a portion of the nurseries a luncheon was provided where it took twenty-one eaters to attend to the guests, who did ample justice to such a splendid set out.

Among the speakers called upon by the toastmaster were John C. Chase, Derry, New Hampshire, who spoke of the nationalization of the business; the New President, Henry B. Chase, who called for three cheers for the S. & H. Company; Retiring President, J. B. Pilkington, spoke with feeling of the load of responsibility lifted from his shoulders by the expiration of his term of office; Thomas B. Meehan, whom the toastmaster described "The man who had done more than any other for the Association" was called upon and made a few characteristic remarks amid the jokes of his friends, but it took the inimitable John Dayton to turn the embarrassing eulogy of his guests into a joke by calling attention to the superiority of Ohio "peaches" and "Baby Ramblers," several of whom were sitting beside him.

After luncheon the conveyances were again called into action so the guests could complete the survey of the nurseries.

#### EXHIBITS.

The nurseryman's stock in trade is not of the nature that permits of handling for exhibition purposes at this



T. B. West, Perry, Ohio

As Chairman of the Committee on Exhibits, Mr. West was a very busy man.

time of year but T. B. West, Perry, Ohio, chairman of exhibits, got together quite a number.

The nursery catalogue men were represented by the J.

Horace McFarland Co., Harrisburg, Pa., with samples of their superb color work. A. B. Morse Co., St. Joseph, Mich., with sample catalogues showing their large clientele. The Rochester Lithographing Co., Rochester, N. Y., with a large display of their showy pictures.

W. N. Searf, New Carslile, Ohio, exhibited sample small fruit and shrubs that did not look as if they had lacked anything in their development and spoke well for a good grade of stock for the coming fall.

Harrison's Nurseries, Berlin, Md., showed a sample out of a block of 100,000 Norway Maples that was superb, some well grown evergreens, three year Keiffer pears and other fruits.

Thomas Meehan & Sons, Dresher, Pa., a new globe headed mulberry, of which great things are expected, tree calipers and samples of their Red Star, Double X and colored rasflia.

Vineennes Nurseries, Vincennes, Ind., a fine collection of nuts.

The Benjamin Chase Co., Derry, N. H., labels.

Hartman Manufacturing Co., Vincennes, Ind., their Pilot Disc Cultivator.

Grassville Chemical Co., Cleveland, Ohio., Lime Sulphur Solution, Bordeaux Mixture and Arsenate of Lead.

The Deming Co., Salem, Ohio, Hand and Power Pumps for Spraying.

The National Nurseryman, American Fruits and the Fruit Grower and Farmer represented the trade and horticultural press

#### ERIE MUST PAY FOR LOSS OF TREES BY FIRE.

*Court of Errors Decided in Favor of Bobbink & Atkins*

New York City, June 27th, 1914.

The court of Errors has dismissed the appeal of the Erie Railroad Company from a judgment in favor of Bobbink & Atkins the Rutherford Nurserymen. The claim against the Erie arose through the destruction by fire of several carloads of imported trees, shrubs, etc., while on the Rutherford Siding. Through the Nurserymen's counsel, William D. Tyndal, of Waldwick, the cause was tried twice at Bergen Circuit, argued twice at the Court of Errors and twice at the Supreme Court.

The outcome of the litigation establishes perhaps for the first time in such a case, the full liability of the freight carrier for loss by fire, although the bills of lading relieve the Railroad company generally. In similar litigation the Nurserymen have heretofore not succeeded.

#### FIRE AT ANDORRA NURSERIES

Sunday evening, June 14th, a fire destroyed the packing houses and barns of the Andorra Nurseries, Chestnut Hill, Philadelphia, Pa., and all their contents, including a very valuable pair of horses. The fire broke out early in the evening and quick action saved twenty-two out of the twenty-four horses. With this exception the contents of the buildings were entirely destroyed.

The origin of the fire is a mystery. It seemed to break out in the second floor for apparently no reason at all.

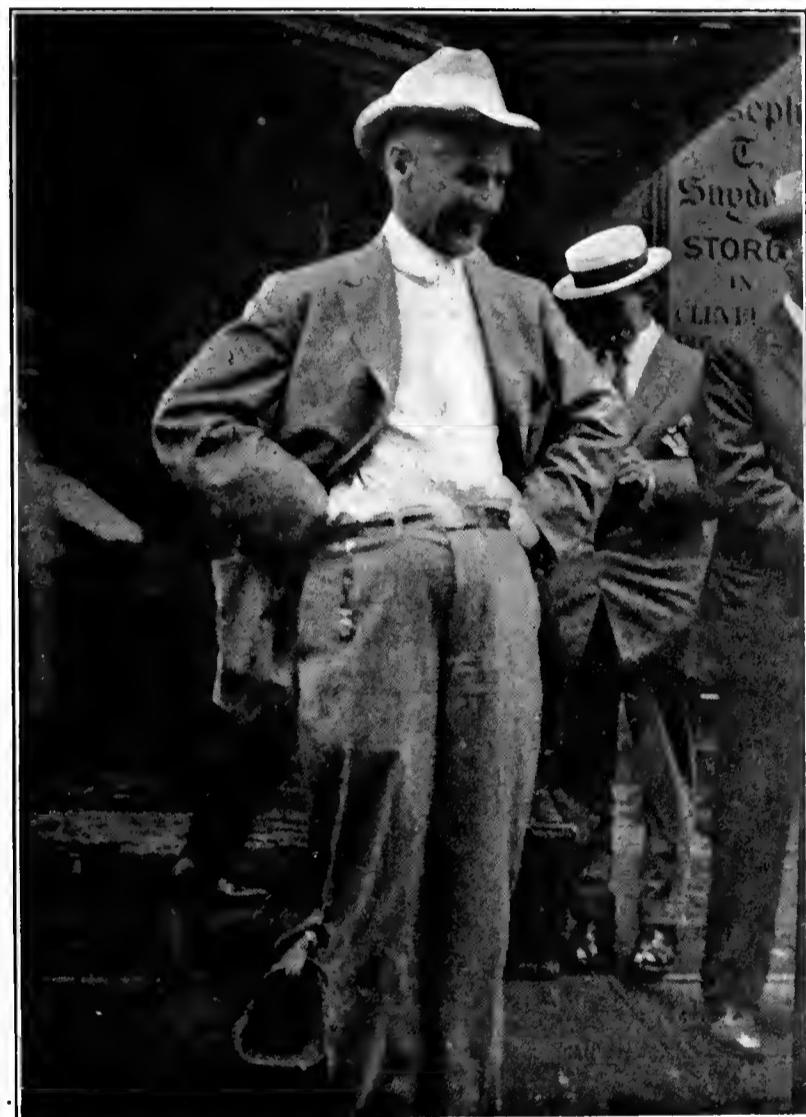
Fortunately there was no wind and the fire was kept from spreading to nearby houses and buildings. We believe the buildings and contents are fairly well covered by insurance.

CO-OPERATION *vs* COMPETITION

*By John H. Dayton, Painesville, Ohio.*

*Read at the Cleveland Convention, June 25th, 1914.*

That old adage "competition is the life of trade" like many other accepted sayings of "ye olden times" based on part truth, when the world was younger, and almost every man trying at least, in a business way, to build his own fortunes up by pulling down that of his neighbor, should be consigned to the ash pile. To believe that any one, who will observe the tendencies of today, note the failures and successes, take into consideration not only the markets, gains and losses of today, or this particular season, but size up, as well as possible, for a per-



*John H. Dayton, Sec.-Treas. of the Storrs & Harrison Co.  
If any one failed to enjoy the excursion to the S. & H.  
Co., it was not the fault of "John." He gave every  
one the "glad hand" and a hearty welcome.*

iod of time the advances of any successful, general line of trade or manufacturer, will agree, that it is not competition, but co-operation, that is at the foundation of any true or moral gain. That no manufacturer of today, unless he has a controlled specialty, can expect to make the highest per cent. of profit, or run his business with efficiency and intelligence, without team work with his competitors.

No man working by himself or for himself, with the idea of pushing his products, only, and by all means open to fair and possibly unfair competition, injuring the trade of his rivals, can ever hope for that knowledge of business problems and trade tendencies, that is absolutely necessary for the best results. He can never work to the best advantage, until he is in touch, with the best minds

and methods in his industry, and is willing to co-operate in giving as well as taking.

We nurserymen of today, ought to have intelligence and initiative enough to place our business along side of the highest grade of manufacturing enterprises instead of being classed, as we usually are, as possibly one degree higher in a business way, than the farmer, when that term is used to denote an unorganized, competitive, selfish, every man for himself class of agriculturists.

I do not want to pose as a critic, and know that my judgment of opinion is of little value compared to that of many present here, but I do believe, that frank, free discussion of all matters pertaining to our industry, at our national, sectional and state conventions, and through the columns of our trade journals, being as free to give our own methods, ideas and successes, as we are to criticise those of our neighbors, will help even the best, broadest and most capable among us.

For instance, what about the bulletins, surplus lists, etc., that flood our mails every busy season, with prices sometimes changing with every issue? Is there a man in the trade that knows one day, not what stock is worth, but what it will be offered for the next? Is there not some inherent value in our stock, some basic price on leading varieties and grades that may be established in some way, and in some way adhered to? If plums are worth \$160.00 per M. the 1st of March, are they not worth that the 15th of April? Why should we be trying to sell Downing Gooseberries at \$60.00 and \$40.00 on above dates? Are we not proving to ourselves and to our customers, and to the world in general, that really our main idea of a selling organization is to cut our competitors' prices?

Do we not know that it is impossible in our business to plant and bud for seasons, one to many years ahead, to exactly hit the market, and that we must grow some surplus stock, and figure on it, as one of the costs of running our business, and instead of the holy horror some of us seem to have of a brush pile, recognize it as just as necessary and legitimate an item of expense, as cultivating, for instance.

Does our frantic offerings of surplus during the spring season, at lower and still lower prices, add a single tree to the plantings of that season, elevate our business in any way, or in fact accomplish one single result, except that we some times beat our neighbor out of an order, and ourselves out of obtaining fair and reasonable prices for what we do sell. Again, most of us wholesale growers, at this and other Conventions, and during the coming season, will be selling stock to customers in car lots, to be delivered this fall, for next spring's sales. Is it fair competition to issue lists next spring of the surplus stock we have carried over, and offer to our customers in small quantities at as low, or lower prices than we received for large lots? Is it not true, that the surplus lists are leading to as great a development of want lists, and that the trade is afraid to buy, unable to form any idea of what prices may be, and so send out lists of wants for every little lot wanted, expecting to, and receiving cut rates on every such list? Is it not true that by this competition, we are not only putting the wholesale trade where they insist on lower than printed prices, but that we who issue retail

catalogs and price lists, are rapidly and deliberately educating planters to believe that our prices are not based on actual value or inherent worth, but on what we can get, and that we will be glad to quote cut rates, if they will take the trouble to send a list of wants? Of course, we always have with us the customer, who wants to know what is the price of a Dollar Collection, and cannot tell just what the prices are, although they are printed in black double face type, but if our mail be any criterion we are educating a large proportion of the buying public, to the belief that our printed prices do not count, and that they will always be discounted, if they ask us to.

I do not want to open up the old subject of what stock costs us to grow, but how many of us know what it costs us to handle stock that we buy? What proportion in addition to freight, should we add to the cost of a block or a car of trees, to cover the actual cost of hauling, storing through the winter, and rehandling and shipping it in small lots in the spring? Do not we sometimes figure, that in order to work off our own surplus, and to meet competition, we will do all this for nothing, and is not our competitive selling system establishing a custom of handing to the trade, the stock we buy on a very low margin, and if accurate costs were known, very often at an actual loss?

I might go on and enumerate our old grievances that we have thrashed out over and over again, and will not take your time, but size them up and see if most of our real troubles are not due to competitive struggles to do for ourselves, and do our competitors, and if most of them could not be cured, if a fair proportion of our members should work together in a true co-operative spirit? Not in any way, that a few of the bulk may receive the benefits, but in the true spirit of taking and giving.

The thing that makes co-operation the most hopeful in business life today, is the giving as well as the taking.

When you and your competitors, or you and the men with whom you have to deal, or to whom you have to go for help in making laws that effect our business, get your knees under the same mahogany a few times, you are bound to feel and act differently toward them.

True, we are all after the dollar, but even the most sordid are human, and it is lots easier to reach out the helping hand to the one with whom we co-operate than to the comparative stranger with whom we compete.

We growers meet in Convention and field, exchange information freely, always ready to show our stock and explain our methods, and to give credit to the man that is winning out, either in quantity or quality but when we come to the market, we feel somehow that the demand is limited, that it is up to us to put forward the broadest claims for our own products, and often to call attention to the real or imagined defects in the products of our competitors. The feeling is that if we allow one firm to beat us in making extravagant claims or in securing an order, that there will be less demand for our stock, so we must knock his stock, cut his prices, and endeavor in every way to see that our own stock is sold first.

While in our line the market possibilities may not be as unlimited as those of production, our real proposition ought not to be to get a large share of a restricted demand, by cutting the other fellow out, but to make our products available too, and wanted by more and more people by co-

operation in growing and shipping, by making it easy for people to buy, by assisting orchardists and fruit and civic associations, in creating a demand and spreading knowledge of how to use, in different ways, the varied products produced in our nurseries and by our customers.

A restricted market in this day of publicity, no need to exact, if we are alive to our opportunities, ready to work with and for others, and to boost in a broad way, all that tends to increase the demand and to improve the quality of our products, and give us a better knowledge, not only of each other, but of all that goes to make the nurseryman of today alive not only to his own interests, but to the interest of all engaged in the same line, or who are affected by it.

Unrestricted competition means the narrow outlook, the restricted business, the narrow or no margin of profit, the forced savings that affect quality and injure the reputations of our products.

True, honest co-operation means, not only the material benefits that will come to the entire trade, but a broader view of life, a clearer insight into the future, and a more unselfish idea of the brotherhood of man.

#### DETROIT THE CHOICE FOR THE NEXT CONVENTION

The delegate, with a personal invitation to hold the next Convention at Detroit, won in a canter. Our western friends will lose their reputation as boosters and boomers if they don't look out.

The claims of California were strongly put, but the booster for Michigan went the limit by saying:—

"If all the apples grown in the grand state of Michigan could be made into one and dropped into the Atlantic Ocean, it would be possible to step from America to England without wetting your feet."

If all the potatoes grown in this magnificent State of Michigan could be made into one, it would be as large as Ireland.

If all the beef grown in the glorious State of Michigan were made into one cow, she could graze at the equator and switch the flies off the North Pole with her tail.

The California delegate had no more to say.

#### BRIEF STATEMENT OF PARCEL POST RATES AS APPLIED TO NURSERY STOCK.

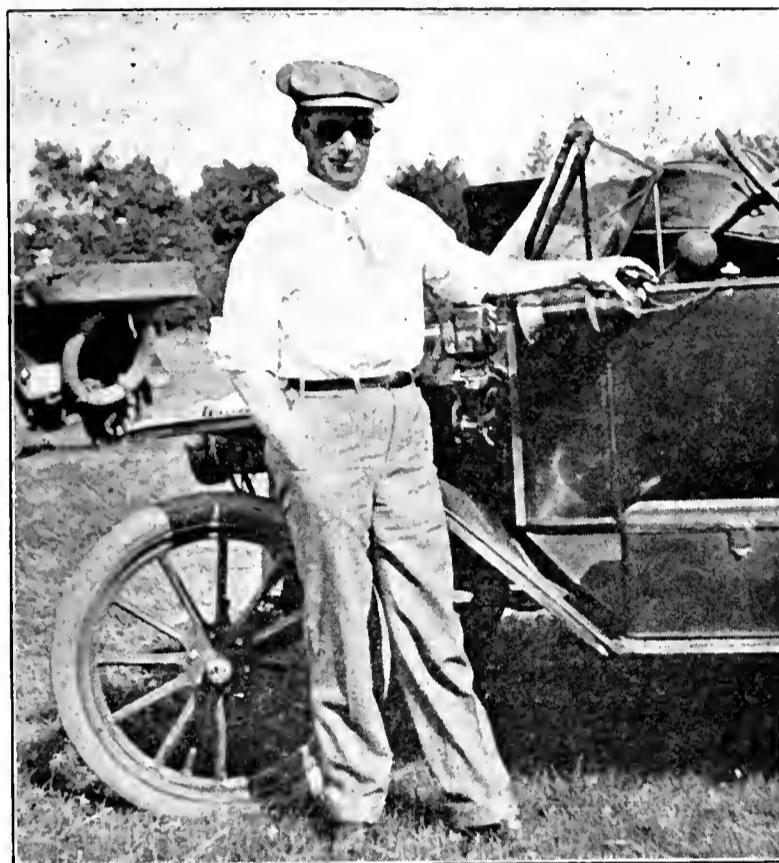
Nursery stock comes under the same parcel post regulations as ordinary merchandise except as to laws regarding fumigation. The zone rates apply and packages weighing up to twenty pounds and whose length and girth together do not exceed seventy-two inches, if securely packed and wrapped, will be accepted for transportation through the mails. Nursery stock cannot be sent by parcel post into Canada on account of the fumigation laws, although herbaceous plants not subject to fumigation will be accepted.

The parcels post is cheaper than express on packages less than five pounds to any point in the United States; it is cheaper than express up to ten pounds in the third zone or say within a radius of 300 or 400 miles; beyond this only small packages of five or seven pounds can compete with the express rates.

## CONVENTION NOTES.

Henry B. Chase, newly elected President of the American Association of Nurserymen, was escorted to the platform by John Watson and George B. Roeding, to make his bow to the members while in session and was very enthusiastically received.

Mr. Chase said he appreciated the great honor conferred upon him but he felt a little scared at assuming



*John Boddy, Superintendent of Parks, Cleveland, Ohio. Mr. Boddy conducted the automobile tour over the Park System, and the success and pleasure of the trip was largely due to his untiring efforts.*

the responsibilities of this great office, as it was not a one man job, but his fear left him when he realized who were to be his associates in guiding the affairs of the American Association of Nurserymen.

Edward Weleh, Shenandoah, Iowa, was elected Vice President.

If you do not think the "Order of the Yellow Dog" is a good organization see J. W. Hill.

Western nurserymen report things very dull, but all hope for a change in the near future.

Visiting nurserymen from Canada, report trade across the border in a good, healthy condition.

Professor E. R. Lake, President of the American Pomological Society, made a strong plea for uniformity in nomenclature.

Theo. Ilgenfritz, Monroe, Michigan, while at the Cleveland Convention, took the opportunity to purchase a Lozier car, 1915 model.

Robert Pyle's address on Roses, accompanied by lantern slides was an inspiration and as one nurseryman remarked "It was worth the trip."

R. C. Chase was resplendent in all the glory of a brand new silk shirt of several colors. Rob says "it took a lot of peach trees to pay for that shirt."

All enjoyed the boat ride Thursday night, especially the younger generation, who took complete possession of the dance floor and had a lively time.

Even "The Grouch" was heard to remark there was nothing to grumble about, with perhaps the exception of the weather, which was slightly warm.

Nurserymen are beginning to realize they are instrumental in making the world a better place to live in and they must live up to their opportunities.

It does look as if the great majority of nurserymen were Prohibitionists even at the Annual Convention. It was useless to look for anyone at the bar.

The nursery business needs more poets and orators such as the Rev. C. S. Harrison, York, Nebraska, to interpret the nurseryman's products to the lay mind.

We all missed our good friend, Mr. Abner Hoopes, who did not think he could stand the ride in a sleeping car, but he sent his good wishes and also his son, Wilmer to take his place.

To W. B. Cole, chairman of the entertainment committee, belongs the gratitude of those attending the conven-



*W. B. Cole, Painesville, Ohio  
Chairman of Committee on Arrangements*

tion for the royal good time all enjoyed, without hitch or confusion.

That was a good story told by Prof. Worsham to illustrate a point in his address. "It was not a question of whether the hen sets or sits, but when she cackled had she laid or lied."

John Hall, the Secretary of the American Association of Nurserymen, has been elected and has agreed to retain his position until his successor has been appointed by the Executive Committee.

Estimates of investment represented by the nurserymen attending the convention ran from \$20,000,000 to \$100,000,000. When the Association speaks it is likely to make itself heard.

The trip through the Cleveland Park System, at the invitation of the City Forester and City Department, was well patronized and thoroughly enjoyed, in spite of the dust, blow outs and punctures.

"Beauty is the ultimate, the finish of all things," said Rev. Mr. Harrison. "Yon apple orchard is a flower garden in the spring and more beautiful in the fall when the ripened and fragrant fruit, done up in red and gold, peers from the leafy coverlets.

Jim Parker, the silver-tongued orator from Tecumseh, Oklahoma, told many things about water not usually realized. The text from the first chapter of Genesis—"And the Spirit of God moved upon the face of the waters" will now have a different meaning to many nurserymen.

Cleveland may well be proud of her parks and beautiful homes. It did the nurserymen's hearts good to see the liberal and efficient way in which his products have been used and how much the planting of nursery stock does toward making the world a better place to live in.

It is gratifying to note the various bodies all over the Union are actively working for Uniform Horticultural Laws. The Pacific Coast Association sent delegates with report of action at their recent convention to confer with a similar body of the American Association on the subject.

"Bob" Chase was the moving spirit in conferring the degrees of the Secret Order of the Yellow Dogs, at intervals he descended on some new member and bore him off to a room to initiate him. The noise, shrieks and howls made the chambermaids in the corridors stand and listen in awe.

J. Horace McFarland, Harrisburg, Pa., strongly urged nurserymen to work for a better postal rate on catalogues.

Catalogues now cost eight times as much as magazines to pass through the mails.

Eight cents per pound, in bulk, without stamps, is what the nurseryman should ask for.

Chris. R. Greisen, Portland, Oregon, says that all the liars are getting killed off in the West. He is Associate Editor of "Fruit and Produce Distributor" so is in a position to know. Henceforth "boom stories" of the west need not be discounted.

S. A. Miller, Milton Nurseries, Oregon, brought a big consignment of "Bing" Cherries not so much for exhibition as for "edibility." They were certainly good Mr. Miller. Those western fellows cannot help being hospitable even when they are guests.

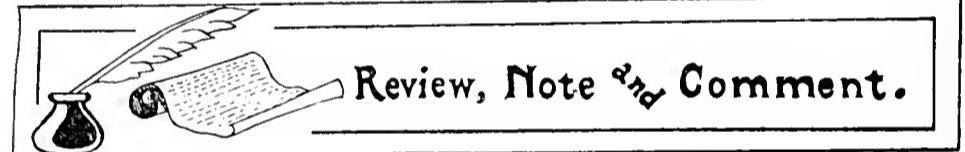
Bing, the Chinaman who discovered this variety and whose name it bears must have been a discerning fellow.

Those accustomed to attend the conventions, and who are acquainted with John Hall, will regret to hear of his resignation as secretary of the National Association of Nurserymen, which office he has so ably filled for over five years. Mr. Hall is also secretary for the Western New York Nurserymen's Association, which office he has held for twenty-five years, this with his many other duties are too exacting, hence his resignation. It is to be sincerely hoped that Mr. Hall will still feel it his duty to attend our conventions and that he will long be spared to do so.

#### PROGRESS IN THE FLEMMER FAMILY.

William Flemmer, Jr., has started a nursery at Kingston, N. J.

Carl Flemmer, of the F. & F. Nurseries, has started a new generation with a fine boy.



About the middle of July L. A. Berckmans, Augusta, Ga., expects to sail on the S. S. "George Washington" for a five weeks trip to Europe.

J. Visser, youngest member of Visser Bros., Naarden, Holland, called at the office of the National Nurseryman on his annual trip to the United States. He attended the Convention at Cleveland, and will return to Holland early in July on the S. S. Potsdam, after a three months stay in this country.

#### NURSERYMAN SUES FOR \$468

Allen L. Wood, Rochester, N. Y., has brought suit against Elmer Weber, a farmer, of Middleport, to recover \$468 on a promissory note. The suit was started before Supreme Court Justice Benton and jury, Richard E. White appearing for Wood, and George F. Thompson and Charles E. Callahan for Weber.

Weber sets up a counterclaim for \$1,600. He admits giving the note, and also admits not having paid it, and gives as his reason the fact that in 1910 Wood was to sell him 1,600 fruit trees. The trees were delivered, and on May 1, 1911, Weber gave the note.

He claims that the trees were not as represented, and wants a verdict for \$1,600.

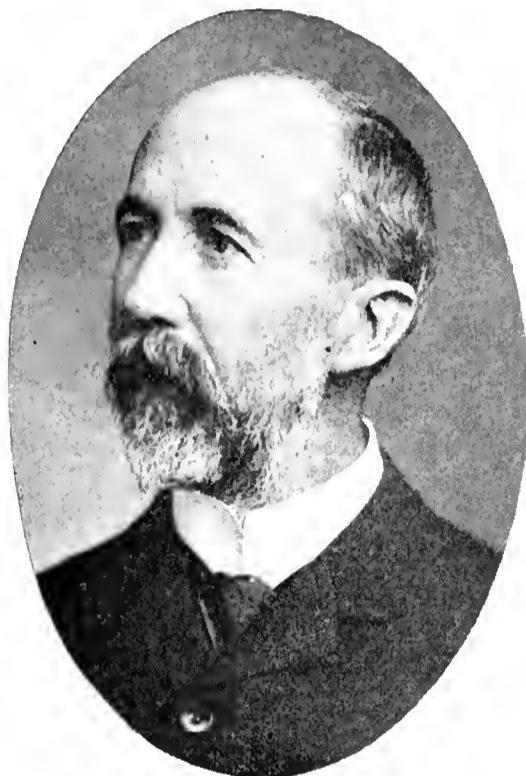


## Obituary.

### CLARENCE M. STARK.

Clarence M. Stark passed to his reward on Saturday, May 30th, at his home in Louisiana, Mo.

Born in 1853, Mr. Stark spent practically his entire life in orchard and nursery work, and for many years prior to 1903, when he retired from active business, he was the president of Stark Bros.' Nurseries & Orchards Company, of Louisiana, Mo., which business owes the greater part of its success and enlargement to his sagacious management. It was he who named and gave to



the world the Delicious apple and the introduction of many other valuable varieties is due to his untiring efforts. In his demise, horticulture has lost a willing worker, the world an able pomologist, and the Stark family a tender, loving father and brother.

His loss will be very keenly felt although he has not been actively engaged in the work since 1903, when Mr. Edgar W. Stark succeeded him as President of the company.

### MR. E. ALVIN MILLER.

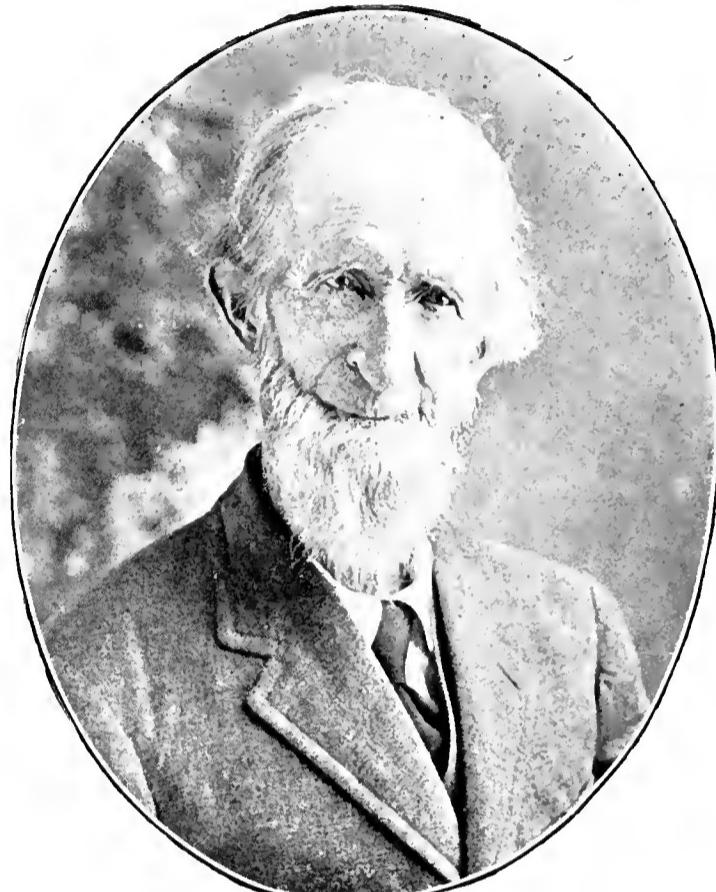
Mr. E. Alvin Miller, Newark, N. Y., died May 22nd in St. Mary's Hospital, Rochester, at the age of 58.

Mr. Miller was born in Saxony, Germany, coming to America in 1876. He entered the employ of Ellwanger and Barry and remained with them until 1884 when Jackson and Perkins engaged him as superintendent. Mr. Miller became a partner and when the company was incorporated was elected vice-president.

Among his great horticultural achievements was the origination of the Dorothy Perkins Climbing Rose. He named the rose after the daughter of George C. Perkins, son of C. H. Perkins, president of the company.

### WILLIAM F. BASSETT. HAMMONTON, N. J.

William F. Bassett, Hammonton, N. J., died June 7th. Mr. Bassett attained the ripe age of nearly 89 years. He had been engaged in the nursery business practically half a century, making a start in the business by buying and selling strawberries and other small fruits. He did much to popularize many of the beautiful native flowers



*By Courtesy of Florist's Exchange*

of his locality. Dahlias were one of his specialties, he having originated a number of the standard kinds.

The sons have inherited much of his great love for flowers. Two of them are still in the business.

Mr. Bassett was an honor to the nursery business and a respected citizen of the community in which he lived, where he was held in very high esteem. His death is a distinct loss to horticulture.



From the U.S.D.A.

### THE PERIODICAL CICADA IN 1914.

According to a bulletin from the U. S. D. of A., requesting reports of the appearance of the Seven Year Locusts, a brood is expected this year in the following localities.

Ohio.—Ashtabula, Athens, Belmont, Carroll, Columbiana, Coshocton, Crawford, Cuyahoga, Delaware, Erie, Fairfield, Franklin, Gallia, Geauga, Guernsey, Harrison, Hocking, Holmes, Huron, Jackson, Jefferson, Knox, Lake, Licking, Lorain, Mahoning, Medina, Meigs, Monroe, Morgan, Muskingum, Noble, Perry, Pickaway, Pike, Portage,

Richland, Ross, Sandusky, Scioto, Seneca, Stark, Summit, Tuscarawas, Vinton, Washington, Wayne.

**PENNSYLVANIA.** Fayette, Greene, Washington.

**VIRGINIA.** Augusta, Caroline, Highland (?), Shenandoah.

**WEST VIRGINIA.** Barbour, Boone, Braxton, Brooke, Calhoun, Clay, Doddridge, Fayette, Gilmer, Grant, Greenbrier (?), Hancock, Hardy, Harrison, Jackson, Kanawha, Lewis, Marion, Marshall, Mason, Mineral, Monongalia, Nicholas, Ohio, Pleasants, Pocahontas, Preston, Putnam, Randolph, Ritchie, Roane, Summers (?), Taylor, Tucker, Tyler, Upshur, Wayne, Webster, Wetzel, Wirt, Wood.

#### GENERAL CONSIDERATIONS.

The periodical cicada is so well known that a general account of it in this place is unnecessary. When it appears in great numbers it naturally causes considerable alarm and arouses fears for the safety of shade trees and orchards. The actual damage, however, is usually slight, except in the case of newly planted orchards, and even here, by vigorous pruning back after the cicada has disappeared, much of the injury caused by the egg punctures can be obviated.

Ordinary repellent substances, such as kerosene emulsion or carbolic-acid solutions, seem to have very little effect in preventing the oviposition of these insects. Some recent experience, however, indicates that trees thoroughly sprayed with Bordeaux mixture or a lime wash are apt to be avoided by the cicada, especially if there are other trees or woods in the neighborhood on which they can oviposit. The most reliable means of protecting nurseries and young orchards is by collecting the insects in bags or umbrellas from the trees in early morning or late evening, when they are somewhat torpid. Such collections should be undertaken at the first appearance of the cicada and repeated each day.

#### QUARANTINE AGAINST BROWN TAIL AND GIPSY MOTH.

W. H. Wyman, representing the Massachusetts Nurserymen's Association and V. A. Vanieek, the New England Nurserymen's Association appeared before the Federal Horticultural Board, Washington, D. C., to protest against a proposed quarantine on Herbaceous and Bedding Plants.

It was under consideration to include these plants in the quarantine to prevent the spread of the Brown tail and Gipsy Moth and also to stop shipping by May 15th.

Messrs. Wyman and Vanieek pointed out to the Board that the danger of the spread of these pests through this medium was very slight and the proposed quarantine would be a great hardship to the New England Nurserymen, especially in restricting the time of shipping.

#### The National Nurseryman:

In reference to the hearing before the Federal Horticultural Board in Washington on June 22nd, to take up the question of the extension of quarantine regulations on account of the outbreak of gypsy and brown tail moths in Southeastern New York and Long Island, I am informed today by the New York State Department of

Agriculture that no quarantine will at present be placed on New York State on account of this outbreak, the Federal Board believing that the New York Department is able to control the further spread of the insects.

Yours truly,

WILLIAM PITKIN, *Chairman.*

Wick Hathaway, Madison, Ohio, writes us "Had one rain here in the past thirty-two days; strawberry crop was only of about a weeks duration. Berries grown on high land or gravel were dried up and ruined. The drought is affecting everything and unless we get rain soon I fear nursery stock will show short growth. Am laying foundation for another storage cellar, etc., now."

#### AMERICAN ASSOCIATION OF NURSERYMEN

**President**—Henry B. Chase, Chase, Alabama; Vice-President, Edward Welch, Shenandoah, Iowa; Secretary, John Hall, Rochester, N. Y.; Treasurer, Peter Youngers, Geneva, Neb.

**Executive Committee**—Thomas B. Meehan, Dresher, Pa.; John H. Dayton, Painesville, Ohio; J. B. Pilkington, Portland, Ore.; John Hall, Rochester, N. Y., Ex-officio.

##### Chairmen of Committees

**Transportation**—Chas. M. Sizemore, Louisiana, Mo.

**Tariff**—Irving Rouse, Rochester, N. Y.

**Legislation East of Mississippi River**—Wm. Pitkin, Rochester, N. Y.

**Legislation West of Mississippi River**—Peter Youngers, Geneva, Neb.

**Co-Operation with Entomologists**—L. A. Berckmans, Augusta, Ga.

**Program**—C. R. Burr, Manchester, Conn.

##### Exhibits

##### Arrangements

**Publicity and Trade Opportunities**—W. P. Stark, Neosho, Mo.; Jefferson Thomas, Harrisburg, Pa.; Orlando Harrison, Berlin, Md.; C. M. Griffing, Jacksonville, Fla.; G. C. Roeding, Fresno, Cal.; H. D. Simpson, Vincennes, Ind.; James M. Irvine, St. Joseph, Mo.

**Root Knot**—E. A. Smith, Lake City, Minn.

**Membership**—State Vice-Presidents.

#### STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Henry B. Chase, Chase, Ala., secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurserymen's Association**—President, T. E. Burroughs, Deep River, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Rose-acres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New England Nurserymen's Association**—President, Harlan P. Kelsay, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaar, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President J. Vallance, Oakland, Cal; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.

**Pennsylvania Nurserymen's Association**—President, Wilmer W. Hoopes, West Chester, Pa. Sec., Henry T. Moon, Morrisville, Pa.

**Southern Nurserymen's Association**—President, J. R. Mayhew, Waxahachie, Texas; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, August 26 and 27th at Signal Mountain Inn, Chattanooga, Tenn.

**Tennessee Nurserymen's Association**—President, Chas. Pennington, Rutherford, Tenn. Secretary, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsay, Austin, Texas.

**Western Association of Nurserymen**—President, W. S. Griesa, Lawrence, Kansas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December. Next meeting December 9 and 10th, 1914, at Kansas City, Mo.

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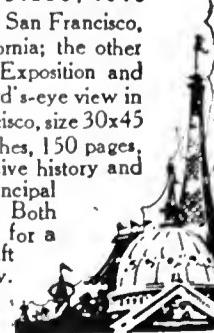
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INCORPORATED 1902

**The Official Organ of the American Association of Nurserymen**

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to  
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have our usual stock of 1914 seed to offer as heretofore.  
Write for quotations.

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A complete handbook of propagation and pollination of  
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**The National Nurseryman Publishing Co., Inc.**

Livingston Bldg., ROCHESTER, N. Y.

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**ANGERS,** FRANCE

Grower and Exporter of Fruit-Tree Stocks,  
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Vines, and Conifers for Nursery Planting.

For all information as to stocks, prices, terms, etc., address

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Wishing to do business with Europe should send for the

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or seed trades. Address

**Editors of the "H. A."** LOWDHAM, NOTTS,  
ENGLAND

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

**The Official Organ of the American Association of Nurserymen**

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to  
the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen  
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**THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated**

Livingston Building, Rochester, New York

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Manufacturers of

## STEEL BOX STRAPPING FOR NURSERY PURPOSES

½-inch, ¾-inch, 1-inch and wider, cut to any length from 8 inches to 72 inches, at lowest possible prices. Have, sometimes, bargain lots of steel strapping, 1-inch to 1½-inch wide, random lengths. : : : :

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## American Steel Band Co.,

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It will soon be BUDDING TIME

Watch for our June Bulletin of Buds and Supplies

Can supply a number of varieties of Peach from stock trees for early **JUNE BUDDING** which are but one year removed from bearing orchard trees.

This Bulletin also shows a complete line of supplies, Raffia, Budding Knives, the Chase Tree Counter and other seasonable items including this little

Pocket **CARBORUNDUM** Stone. Puts an edge on your Budding Knife right now.



Price, post paid, 15 cents.

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WE ARE LARGEST GROWERS IN  
AMERICA OF

# Grape Vines

OTHER SPECIALTIES:

GOOSEBERRIES, CURRENTS  
AND OTHER SMALL FRUITS

INTRODUCER OF THE THREE STANDARD FRUITS:

CAMPBELL'S EARLY - The Best Grape  
JOSSELYN - - - - The Best Gooseberry  
FAY'S - - - - The Best Currant

Our supply of above varieties is always less than the demands upon us before shipping seasons close.

High-grade stock, grown and graded to our own standard, which we originated and adopted many years ago. We shall be pleased to supply your wants.

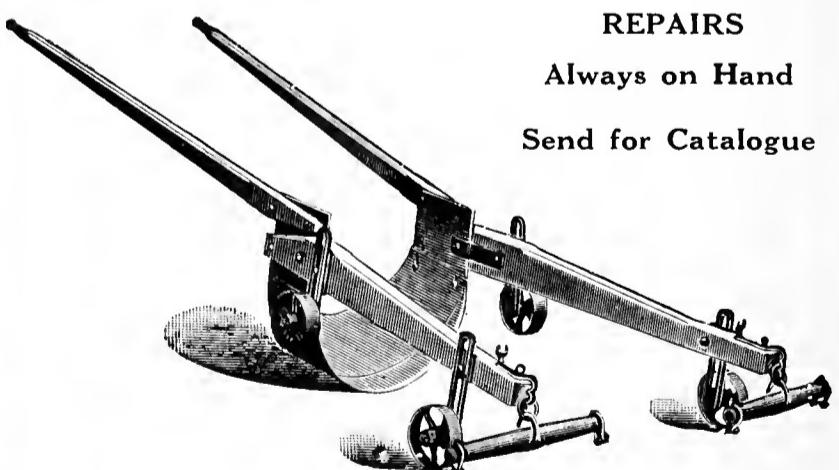
## The Josselyn Nursery Company

FREDONIA, N. Y.

1857

1914

## BRAGG'S COMMON SENSE TREE DIGGER



Digger gets All the Roots at the rate of Twenty  
to Forty Thousand trees per day, and  
only needs same power as plow

**L. G. BRAGG & CO.**  
**Kalamazoo, Mich.**

## Did you receive our Trade List last Spring?

If not, wish that you would write us, as we want every Nurseryman in the U. S. on our mailing directory.

## SHENANDOAH NURSERIES

D. S. Lake, President

SHENANDOAH, - - - IOWA.

This season we will have the most complete line of general nursery stock we have ever grown.

Our Trade List for Fall 1914 will be issued about September 1st. In the meantime we will gladly quote by letter on your "List of Wants."

### Some Specials

Apple  
Cherry  
Peach  
Pear  
Plum  
Gooseberries  
Roses  
Shrubs  
Ornamentals  
(Shrubs and Trees)  
Forest Tree Seedlings

64TH YEAR

Baltimore Nurseries

## FRANKLIN DAVIS NURSERY COMPANY

Baltimore, Md.

We offer for Fall 1914: High Grade Stock.

General Line:

Peach, Apple, Pear, Cherry, Plum, California Privet in 1 and 2 year fine stock.

Oriental Planes, Norway Maples, American Elms, Silver Maples, Horse Chestnuts, Etc.

Will make prices right on Peach and Privet in carload lots for early orders.

## Send Us Your List of Wants

## SEEDLING EVERGREENS BY THE MILLIONS

Arbor Vitae	Jack Pine
Austrian Pine	Norway Spruce
Black Hill Spruce	Pinus Ponderosa
Colo. Blue Spruce	Pitch Pine
Concolor	Red Spruce
Douglas Spruce	Scotch Pine
Engelmannii Spruce	White Pine
European Larch	White Spruce

All sizes. Ask for prices.

### SPECIAL QUOTATIONS ON LARGE ORDERS

Also the following APPLES in 1-2 in., 5-8 in. and 11-16 in. sizes at special prices:  
Ben Davis, Duchess, Florence, Gano, Hibernal, Iowa Beauty, N. W. Greening, Okabena, Patterson's Greening, Peerless, Peter, Pewaukee, Scott's Winter, Soulard, Strawberry Crab, Transcendent, University, Virginia, Wealthy, Whitney and Wolf River.

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CHARLES CITY, IOWA



## P. D. BERRY WHOLESALE NURSERYMAN,

Is offering for Fall trade 1914 Red, black, yellow and purple raspberry plants; blackberry, dewberry, Downing, Pearl, Josselyn and Houghton gooseberry, one and two-year, No. 1; 100,000 Rhubarb, one, two and three-year, No. 1, whole roots, also divided roots; horseradish sets, gooseberry layer plants of Houghton, Downing and Pearl; Fays, Cherry, Black Victoria, Black Naples, Lee's Prolific, Black Champion and Boskoop's Giant currants, one and two-year, No. 1; California Privet, Berberry Thunbergii; also a fine collection of peonies.

No trouble to price your list of wants any time by letter.

Trade list ready September 15th.

P. D. BERRY,  
Dayton, Ohio

**Wanted** To correspond with reliable persons or nursery firms that are in a position to furnish and guarantee true to name from bearing Trees, Budding Wood. Please give full particulars with first letter and quote price.

Box 32, Girard, Pa.

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Exporters of PRUNUS MYRABOLANA SEED  
Offers for Harvest 1914 on application

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One of the oldest and best located Nurseries in U. S. Has been doing a large and profitable wholesale and retail business for many years in every state in the Union, Canada and Mexico. Greenhouses in connection. For full particulars address No. 82, Care National Nurseryman.

### HELP WANTED

A general nurseryman who can bud, graft, trim ornamentals, etc. Must be sober and of good habits, and a man who can handle labor in a small way and who would expect to work himself. References required.

We are in the country, church and school within a mile of place.

Our reference: First National Bank, Oxford, N. C.

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### NORTH CAROLINA NATURAL PEACH SEED

We have a limited stock of 1913 seed and if you are in need of any seed for early planting we would be glad if you would send us your order. We can make prompt shipment, in strong two-and-a-half bushel bags. If you are interested write us for terms and prices. Will send samples if desired.

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Statesville, N. C.

### LEVAVASSEUR & SONS,

Wholesale Growers of Fruit Tree Stocks, Ornamentals, Evergreen Seedlings, etc. Best Grading Quality, and Packing. Largest shippers to this country. All leading nurserymen are our regular customers. Orders booked now for delivery for season 1914-1915 at lowest list prices. For further information address our

American Agents, AUGUST ROLKER & SONS, New York, 51 Barclay Street or P. O. Box 752.

**Hardy Ferns** **7 named varieties**  
Illustrated descriptive list mailed free.  
Ludwig Mosbok, Ferndale, Akron, Minn.

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Madison, Ohio.

Offers the trade for fall 1914

Eldorado, Blowers, Merceru and other Blackberry and Dewberry R. S. Plants, St. Regis, Herbert, Eaton Perfection, London Miller, Marlboro and Cuthbert (Reds). Golden Queen (Yellow). Raspberry—also have acreage of each—in Royal Purple, Shaffer's Colossal, Haymaker and Columbian (Purple). Cumberland, Gregg and other Black Cap for Tip. plants. Also about 30,000 transplants in variety. Strawberry Plants in leading variety. Write your wants and



**Try Hathaway First**

### WE OFFER:

Fall 1914 shipment, general line of Nursery Stock. Our representative will be at Cleveland. See him if in the market for first-class stock.

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J. R. MAYHEW, Pres.

Waxahachie, - - - Texas



**HIGH GRADE  
Boskoop Nursery Stock  
of any description**

Largest Assortments  
Hardy Rhododendrons  
Hardy Azalea  
Hardy Conifers  
Magnolia, Boxwood,  
Shade and Ornamental trees

Beautifully illustrated catalogue free

**Felix & Dykhuis, Boskoop, Holland  
Horticultural Establishment**

*Nurseries at Ussy and Orleans  
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# ORNAMENTAL STOCKS

NURSERIES  
420 ACRES

## WE GROW

**FRUIT TREE STOCKS**—All Sizes.  
300 varieties of Conifers, 1 to 4 years old.  
1200 varieties of Ornamental Trees and Shrubs, 1 to 3 years old.  
1600 varieties of New and Old Ornamental Trees & Shrubs in all Sizes  
250 varieties of Climbing Plants.  
400 varieties of Conifers, 1 to 4 feet high.  
400 varieties of Perennials.  
800 varieties of New and Old Roses.

We Have No Agents.  
Write direct to us and  
ask for **WHOLESALE  
CATALOGUES**

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TRANSON BROS. & D. DAUVESSE'S NURSERIES,

**BARBIER & CO., Successors**

Orleans, France

## The Chase Labels

For Nurserymen and Florists are Excelled by None

Plain, Painted, Wired, in any combination with Tin-ned or Copper Wire and PRINTED in any MANNER that may be called for. Prices are low as First-class work and Unequalled Promptness in Delivery will justify. Please favor us with a trial order if you are not one of our present patrons.      :-:      :-:      :-:      :-:

## THE BENJAMIN CHASE COMPANY DERRY, NEW HAMPSHIRE

P. O. Address, Derry Village

Western Union Telegraph

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**Try It Yourself For 10 Days Without Deposit**

If not satisfactory simply return it and no questions asked.

The DAUS' IMPROVED TIP TOP DUPLICATOR is the result of 25 years' experience and to-day is used and endorsed by thousands of business houses and individuals, including prominent Railroad and steamship Companies, Standard Oil Company, U. S. Steel Corporation, etc.

Our negative rolls now have our new "DAUSCO" OIL PARCHMENT BACK, giving additional strength and efficiency.

100 Copies from pen-written and 50 copies from typewritten originals—Clear, Clean, Perfect.

Complete Duplicator, cap size, Price \$7.50 less special discount of 33 $\frac{1}{3}$  per cent. \$5.00  
**Felix A. Daus Duplicator Co., Daus Bldg. 111 John St., New York**



# Your Trade Will "Sit Up and Take Notice"

## If You Fill Orders With Harrisons' Trees



Plantings made with Harrisons's Trees and Shrubs.

When you sell such stock you secure a pleased customer.

### APPLES 1 YR. BUDDED

2,000	Alexander
250	A. G. Russett
60,000	Baldwin
4,000	Ben Davis
600	Bonum
400	Bismarck
250	Chenango Strawberry
500	C. R. June
19,000	Delicious
16,000	Duchess
3,000	Early Harvest
1,000	Fallawater
1,200	Fourth of July
9,300	Fameuse
3,000	Gano
13,000	Gravenstein
13,000	Grimes' Golden
800	Golden Sweet
270	Hyslop
1,100	Hubbardston
20,000	Jonathan
2,100	King
2,500	Lowry
15,000	McIntosh
3,200	Maiden's Blush
51,000	M. B. Twig
1,000	Nero
2,500	Newtown Pippin
6,000	Northern Spy
1,300	N. W. Greening
1,200	Paradise Winter Sweet
1,500	Red Astrachan
20,000	Rome Beauty
19,000	R. I. Greening
2,600	Spitzenburg
5,600	Stark
8,000	Stayman's Winesap
5,000	Smokehouse
4,000	Summer Rambo
250	Sweet Bough
500	Tolman's Sweet

### APPLES 2-YR. BUDDED.

46,100	Baldwin
1,450	Ben Davis
210	C. R. June
500	Delicious
4,000	Duchess
370	Early Harvest
75	Early Strawberry
300	Fallawater
500	Fameuse
870	Gano
10	Golden Sweet
1,800	Gravenstein
7,000	Grimes' Golden
10	Hubbardston
13,500	Jonathan
1,200	King
28,500	M. B. Twig
5,700	McIntosh
75	Missouri Pippin
250	Myrick
3,100	Nero
370	N. W. Greening
270	Opataescent
650	P. W. Sweet
600	Rambo
350	R. I. Greening
2,000	Red Astrachan
870	Rome Beauty
200	Smith's Cider
250	Smokehouse

Harrisons' way of growing trees is the safe way—may cost a little more, but it's worth it, for your customers are satisfied and come back with more orders, which mean more profits to you.

Harrisons' grow all the trees they sell, and this, too, works to your advantage, for you are in a position to back your sales with our guarantee. Somewhere in the big nurseries we have just the Fruit trees, or the Evergreens, Maples and other Ornamentals that you need for this fall's business. A few of them are in this list—but it is only a part of the stock we shall have for fall. If you write now, we will give a *closer price* than later on; stocks are more complete now, so it is to your advantage all around to get busy—write or wire.

370	Spitzenburg	30,500	Crawford Late
6,000	Stark	400	Denton
200	Strawberry Chenango	270	Early Wheeler
50,000	Stayman's Winesap	2,500	Edgemont Beauty
150	Sweet Bough	153,000	Elberta
2,000	Wealthy	2,700	Engles' Mammoth
600	Williams' Early Red	300	Easton Cling
7,200	Winesap	2,600	Fitzgerald
2,600	Wolf River	3,000	Foster
180	Yellow Belle	4,000	Ford's Late White
2,000	Yellow Transparent	10,400	Fox Seedling
2,700	York Imperial	1,400	Francis
		3,900	Geary's Hold-on
		23,600	Greensboro
		600	Harrison Cling
		7,600	Hieley
		3,000	Iron Mountain
		560	Jennie Worthien
		2,900	Kalamazoo
		1,500	Krummell's
		1,000	Levy's Late
		13,325	Mamie Ross
		1,300	Matthews' Beauty
		5,500	Mayflower
		900	McCallister
		6,700	Moores' Favorite
		6,000	Mountain Rose
		3,700	New Prolific
		2,500	Niagara
		7,300	Old Nixon
		66,800	Ray
		2,600	Reeves' Favorite
		8,700	Salway
		6,600	Stappay
		2,800	Stephen's R. Ripe
		7,600	Stump
		1,200	Waddell
		1,000	Walker's Free
		1,500	White Heath Cling

### CRAB APPLE 2-YR. BUDDED

150	Golden Beauty Crab
90	Martha
300	Transcendent

### PEARS 2-YR. BUDDED

25,000	Keiffer
9,600	Keiffer

### PEARS 3-YR. BUDDED

25,000	Stayman's Winesap
17,000	York Imperial

### PEACH 1-YR. BUDDED

1,000	Admiral Dewey
900	Alexander
8,800	Beer Smock
\$7,000	Belle of Georgia
3,900	Bilyeu's Late October
2,700	Braekett
1,300	Capt. Ede
\$2,900	Carman
7,000	Chair's Choice
63,300	Champion
13,800	Crawford Early

30,500	Crawford Late
400	Denton
270	Early Wheeler
2,500	Edgemont Beauty
153,000	Elberta
2,700	Engles' Mammoth
300	Easton Cling
2,600	Fitzgerald
3,000	Foster
4,000	Ford's Late White
10,400	Fox Seedling
1,400	Francis
3,900	Geary's Hold-on
23,600	Greensboro
600	Harrison Cling
7,600	Hieley
3,000	Iron Mountain
560	Jennie Worthien
2,900	Kalamazoo
1,500	Krummell's
1,000	Levy's Late
13,325	Mamie Ross
1,300	Matthews' Beauty
5,500	Mayflower
900	McCallister
6,700	Moores' Favorite
6,000	Mountain Rose
3,700	New Prolific
2,500	Niagara
7,300	Old Nixon
66,800	Ray
2,600	Reeves' Favorite
8,700	Salway
6,600	Stappay
2,800	Stephen's R. Ripe
7,600	Stump
1,200	Waddell
1,000	Walker's Free
1,500	White Heath Cling

We can furnish **BUDS** of all leading varieties of Apples, and Peaches.

**J. G. HARRISON & SONS  
BERLIN  
PROPRIETORS  
MARYLAND**

Designed and written by The McFarland Publicity Service, Harrisburg, Pa.

Press of Robinson Publishing Company, Hatboro, Pa.

# THE NATIONAL NURSERYMAN

AUGUST, 1914

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

OFFER A GENERAL LINE OF

## Choice Nursery Stock

### CHERRY and STD. PEAR

of Extra Fine Quality.

If you are in the market for superior trees write us for prices.

I. E. Ilgenfritz' Sons Co.

MONROE, MICH.

## THE JEWELL NURSERY CO.,

Wholesale Nurserymen

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

Everything in the line of Nursery Stock suited to Northern culture.

*Let us figure with you*

## MOUNT ARBOR NURSERIES

E. S. WELCH, Proprietor

136 Center St., :: Shenandoah, Iowa

Make a Specialty of a Complete Line of High Quality  
Nursery Stock for WHOLESALE TRADE

**APPLE TREES**—We wish to call special attention to the finest lot of Apple we have ever grown; none better on the market.

**BLACKBERRIES**—Large stock root-cutting plants.

**ORNAMENTALS**—A select lot of Silver Maple, 2 to 2½-in., 1½ to 2-in. grades; Ash, Box Elder, Linden, American Sycamore, Horse Chestnut, Catalpa, Poplars, Norway and Sugar Maple.

**PRIVET**—California, Ibota, Amoor River North.

**CRIMSON RAMBLER ROSES**

**APPLE GRAFTS**—Any style made to order; machine wrapped; quality guaranteed; none better.

ASK FOR FALL TRADE LIST.

Always pleased to quote your wants.

You will miss it if you do not plant  
for profit *our top notch*

### Berberry Thunbergii Seedlings

next season. A complete assort-  
ment of other stock. Would be  
pleased to quote prices.

C. R. BURR & CO.,

MANCHESTER, CONN.

Now is the time to place your orders for

# Direct Importations

from European Nursery Centers

## FRENCH FRUIT STOCKS

Apple, Pear, Myrobalan, Mahaleb, Mazzard Seedlings, Manetti, Multiflora and Quince stocks. Also full line of Ornamentals for lining out, from Vincent Lebreton's Nurseries, Angers. Best packing and grading. February shipment from France.

## Boskoop, Holland, Nursery Stock

Boxwood (pyramids, bushes, standards, ball-shape, etc.). Roses, Tree Roses, Rhododendrons, Azaleas, Magnolias, Koster Blue Spruce, Evergreens, Hydrangea P. G., etc., etc., from Schaum & Van Tol, Boskoop.

## DECIDUOUS TREES

Norway and Schwedler Maples, Tilias, Elms, Chestnuts, Oaks, Planes, Thorns, etc., etc., etc., straight stems and good roots, careful selection, best packing from Union Nurseries, Oudenbosch, Holland.

Besides representing the above firms as Sole American Agents, we import to order

## FROM JAPAN AND ENGLAND

English Manetti, Gooseberries 2 and 3-yr. (Whinham Industry, Whitesmith, etc.), Japanese Nursery Stock and Lilies.

**BAY TREES.** Standards, Pyramids and all shapes from Belgium, Fall or Spring shipment.

**RAFFIA.** Red Star Brand and four other grades; also dyed Raffia in 20 colors.

**WRITE US** for catalogs, special lists, etc., stating the class of stock you are interested in.

**SHIPPING.** We have our own Custom House Dept., with shipping connections at Havre, Hamburg, Rotterdam, Antwerp, Southampton, etc.

**McHutchison & Co.,**

17 Murray St.  
New York

The Import  
House

When writing to Advertisers please

## ORIENTAL PLANES—All Sizes

From 1  $\frac{1}{4}$  to 2  $\frac{1}{2}$  inch Caliper

Carolina Poplars Lombardy Poplars Sugar Maples  
Double Flowering Japan Cherries  
Weeping Japan Cherries Flowering Apples  
Flowering Peaches

10,500 Kieffer Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
2,000 Kieffer Pears, 4 to 6 ft.,  $\frac{3}{4}$  to  $\frac{3}{4}$  in.  
2,500 Rossney Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
10,000 York Imperial Apples, 11-16 in. and up  
20,000 Stayman's Winesap Apples, 11-16 in. and up  
200,000 Apples, 2 yr. buds. Fine  
10,000 Downing Gooseberries, 2yr. No. 1

Large and Complete Assortment of Ornamental Trees  
and Flowering Shrubs, Etc.

## Hoopes, Bro. & Thomas Company

Maple Avenue Nurseries

PHILADELPHIA OFFICE:  
222-3-4-5 Stephen Girard Bldg.  
21 So. Twelfth Street

West Chester, Pa.

## Griffing Brothers

## Grow the Better Kind of Trees

**PECANS**, Budded or Grafted  
**PLUMS** on Plum Roots  
**PERSIMMONS**, Japanese  
**FIGS**, Celestial, Magnolia, Brown Turkey varieties  
**SCUPPERNONG, JAMES** and other Muscadine Grapes  
**MULBERRIES**, well branched trees, free from Blight  
**CAMPHOR** Trees  
**CONIFERS** and Evergreen Trees  
**PALMS** and Tropical Plants  
**SATSUMA** Orange and other Citrus Fruits

Prices are Right

Trees are Right

## GRIFFING BROTHERS

JACKSONVILLE, FLA. MOBILE, ALA.  
MIAMI, FLA. PORT ARTHUR, TEXAS

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# NURSERYMEN AND FLORISTS

looking for stock can find largest assortment in United States at the

# PAINESVILLE NURSERIES



EUROPEAN SYCAMORE

Fruit and Nut Trees, Deciduous Trees, Shrubs and Evergreens, Hardy Roses, Vines and Plants, Grapes, Gooseberries, Small Fruits, Bulbs, Seeds, Palms and other tender Greenhouse plants. Have large stock stored in frost-proof cellars that can be shipped at any time desired; switch from N. Y. C. lines direct into our packing house; Can load without exposure. Unsurpassed facilities for handling orders large or small.

## A FEW SPECIALS WHILE THEY LAST

Standard Pears in assortment, Duchess Dwarf Pears, Bourgeat Quince, Prunus Pissardi and Triloba, Cuthbert and other Raspberries, Concord and other grapes.

## OUR SPECIALTIES ARE

Roses, H. P. Moss, Ramblers, Climbers, etc., Peaches, Pears, Plums, Cherries, Ornamental Trees and Shrubs in car lots, Weeping Mulberries, Elm, Ash, Clematis, Ampelopsis, Paeonies, Hydrangeas, Bush and Tree Perennial Plants.

# THE STORRS & HARRISON CO.

No trouble to price your list of wants

PAINESVILLE, OHIO

50 Years 1200 Acres 44 Greenhouses

When writing to Advertisers please mention The National Nurseryman.

## WANT LISTS

Are invited from our regular customers and those who ought to be. We have a good stock in general assortment for delivery this fall and next spring.

We sell only to nurserymen and we do not compete with our customers. Stick a pin in that. It is worth remembering.

**Jackson & Perkins Company**

WHOLESALE ONLY

Newark,

- New York

## Heikes—Huntsville—Trees



Huntsville

**Wholesale Nurseries**

**Huntsville, Ala.**

JESSIE S. MOSS, Prop.

We offer for Fall of 1914  
in large quantities as usual:

### S P E C I A L T I E S

APPLES—Commercial varieties, one and two year, in large supply. As fine in quality as ever grown.

PEARS—Kieffers, one and two years old. A much smaller crop than heretofore.

CHERRIES—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.

CHERRIES—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

PEACHES—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.

ROSES—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.

PRIVET—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.

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THOMAS MEEHAN & SONS  
WHOLESALE NURSERYMEN  
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TREE BOX, 3 to 6 feet

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Wistarias, best sorts, grafted.

We also offer a fine stock of Philadelphus, Deutzias, Spiraea, Hydrangea Otaksa, etc., Pomegranates, Crapemyrtle, Lilacs (Best grafted sorts), Elms, Texas Umbrella, Tulip Poplar, Teas Weeping Mulberry, Sycamore, Oaks, Salisburia.

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This Bulletin also shows a complete line of supplies, Raffia, Budding Knives, the Chase Tree Counter and other seasonable items including this little

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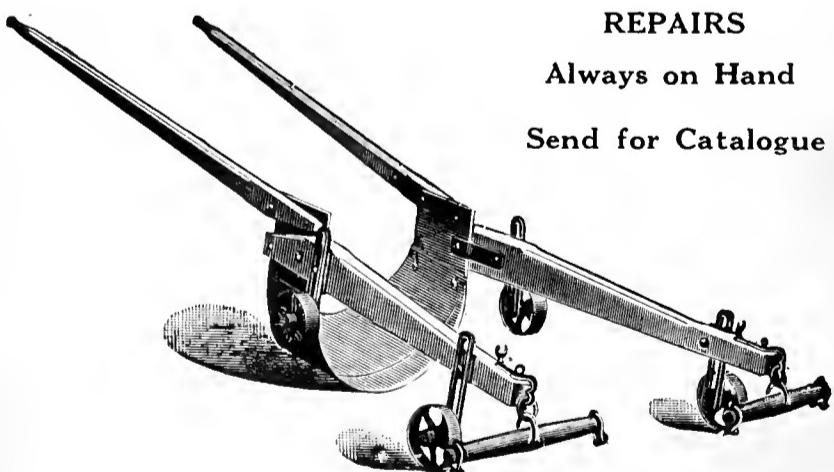
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# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXII.

ROCHESTER, N. Y., AUGUST, 1914.

No. 8.

## MISSION OF BEAUTY

Read Before the American Association of Nurserymen at the Cleveland Convention by the Rev. C. S. Harrison, York, Nebraska.

In the age of carbon there were no flowers. Utility came first. The oceans of oil must be distilled. The vegetation must be canned up in coal beds so that the heat of the long ago could be carried down through the ages to the present.

There were no peonies or roses in those days—no grains, no fruits. No animals adapted to human wants. But as the earth ripened for man we see primitive fruits and grains, then come domestic animals and most wonderful of all God's Gardens of precious gems are planted. These are marvelous in their splendor and all have their mission in the uplift of humanity. The diamond, the emerald, the topaz and sapphire with scores of other jewels have their place in ministering to the pleasures of men. How much these gardens of immortals, these flowers which do not fade have added to the wealth of the world. Turkey has millions upon millions of precious stones stored in her vaults. England has immense treasures of them. The crown of Elizabeth was a blaze of splendor. The present crown is most magnificent. What a blaze of effulgence was seen in the martial displays of the past. The bridles of the horses and the swords of the warriors sparkled with precious stones. Beautiful things are made to pay tribute to love. The young man gives his intended the most fragrant and charming roses and carnations and then puts a flashing jewel on her finger. The millionaire adorns his home with the treasures of art—all this is a tribute to his affection for wife and children.

I love to think of the most charming idyl of womanhood. In the long ago a prophet of a far away vision said "a virgin shall conceive and bear a son and he shall be called Immanuel." Seven hundred years pass away when among the hills of the Holy Land a beautiful maiden is saluted by an angel and told that she should be the mother of the promised child. Enraptured with the honor and glory of it she breaks out in that holy song of the Magnificat which has thrilled down through the ages.

*"My soul doth magnify the Lord. For  
He hath regarded the low estate of his handmaiden.  
For behold henceforth all generations shall call me  
blessed."*

How came that rapturous song to bubble up in the soul of the beautiful girl? Was the prophecy true? Never

woman so highly honored in art, in poetry and song. She is reverenced, adorned and adored as the Mother of God. Go into the Sacristy of one of the Greek churches in Moscow and there you will see her image carved in cedar, clothed in the richest silk and all her robes flashing in the light which is poured in upon her so that she seems transfigured. The jewels which flash in her robes are worth millions and on her head a crown resplendent in glory.

In some of the Latin cathedrals representations of her are embellished with the tributes of nations and of ages. In Spain her image is crowned with a magnificent crown and on its crest a sapphire of marvelous worth and beauty.

Centuries ago Sha Jahan lost his beautiful and beloved wife. When she was dying he promised her the most costly monument the world had ever seen and he kept his word. He secured the services of the most famous architect of his time—the man who designed the Peacock throne which cost thirty million. For this vast temple monument the wealth of India was poured out. Thousands of workmen toiled for years. Enormous quantities of richest gems glittered in the walls. The stately columns were ablaze with them. The mosaics were the triumph of wealth and art. And today, away in the heart of India, after ages of neglect and pillage, the costly structure rises like a vision from the land of dreams.

### BEAUTY IS FOR IMMORTALS.

Animals cannot appreciate it. Along in the 50s I used to ride through the vast native flower gardens of Minnesota where the emerald of the plains would meet the sapphire of the sky in the distant horizon. Often I would try and interest my horse, but he cared nothing for flowers and glowing skies. He wanted only the grass. Once wife and I were riding out with our first born. It was evening and there were hung those curtains of splendor in the radiant West. It seemed as if the mantles of the suns were placed there—the gathered glory of earth and sky adorned those gates through which the weary day was passing. Though only 13 months old and not able to speak a word of English the scene awoke the soul of the child. He was thrilled with rapturous delight. Awe, reverence, adoration and ecstasy were on his countenance. He would look at us and then at the glory and in

the unknown tongue of babyhood and the most expressive gestures of childhood he poured forth one of the most eloquent outbursts to which we ever listened.

Some times I think I inherited some of my enthusiasm from the raptures of that baby boy.

Thus it is ever. The beauty of the Lord has a transforming power. A florist once said to me "When I see a pure and beautiful La Tulipe in full bloom, pouring its fragrance on the air I feel ashamed that I ever uttered an oath."

Years ago in Chicago I saw six policemen trying to land a drunken amazon in jail. I never saw such a powerful woman. Her hands were like tiger claws and she was making ribbons of those fine uniforms. The air was sulphurous with her terrible oaths. When landed she raged like a wild beast. A quiet little woman saw it all and said "I will go and see wild Mag." She bought a beautiful bunch of fragrant roses. She wished to go in but the jailer said "you will be torn to pieces." She went in however. Mag said "what are you here for? You get out or I will throw you out." I love you Mag and called to see you." "You lie, there don't any one love me. Every body hates me and I hate everybody. Now go." "Wait" said the little woman "and see what I have brought you." She took the flowers from the box and when she saw their beauty and purity they awoke her woman soul and great sobs shook her massive frame. The gentle woman put her arms around her and their mingled tears bedewed the flowers.

Teach your girl to love and care for flowers and she will be a lady of refinement. Association with the purest and best dressed company on earth will have its influence. Teach your boy to spend some of his time in the front yard, and not all of it in the barnyard and you will have a gentleman and not a boor.

A father was greatly worried about a wayward son. One day he took him in a green house and then they walked through a flower garden on the outside. "Dad, this is something I like. Lets go out a little ways and get some land and go to raising flowers." The father gladly consented. The boy was saved and became an enthusiastic florist.

Flowers have an elevating and ennobling influence on character. I have had the pleasure of an acquaintance with some of our great leaders. The lamented Thos. Meehan was a genial, great souled man. The beauty of the Lord was upon him, moulding his character. He was at the front at the resurrection of a new era of progress which transformed the home.

Samuel Parsons was a poet. He was a companion of the rose and his life was sweetened by them. What a visit we had. We forgot the passing hours.

T. C. Thurlow was the first to call the attention of the people to the Peony. He was one of the most winsome men I ever knew. His home was in fields of flowers. Their fragrance and beauty seemed to transform his life. When he was dying his children would bring in great armfuls of his favorites and they would refresh his desponding spirit and sooth his pain.

The influence of these men, though quiet, was pervasive and powerful. Soldiers of peace. They left no path of ruin behind them filled with wrecked homes and

broken hearts, and sad troops of widows and orphans. The paths they left were margined with flowers and overhung with lucious fruits. They left behind them smiles, benedictions and blessings. The time is coming when we will give due honor to the heroes of progress and peace. For war with its disaster, ruin and sorrow is a vanishing delusion.

*Beauty is the ultimate*, the finish of all things. Your apple orchard is a flower garden in spring time and more beautiful in the fall when the ripened and fragrant fruit done up in red and gold peers from its leafy coverts. When God produced the best—the strawberry, he was not satisfied simply to minister to the taste. He wraps it up in a tissue of beauty no brush can reproduce. When he finished the various regions of the earth He spread His beauty over them. The great Saharah, though a vast reach of desolation is often adorned with matchless beauty. The morning is ushered in mantled in glory. The gates of the evening are painted with molten gems with exquisite skill. There is a play of varying tints and colors on mountain, hill and plain. Some times a weird and mysterious light is spread over the sands so you seem walking on floors of gold. So delightful and inspiring are these desert scenes, the Arabs call the Saharah the Garden of Alla.

In our own land we have vast desolations which are called the Painted Desert. There are surprises of beauty awaiting you on every hand. There are petrified forests, hills, mountains and plains over which the clouds cast their exquisite shadings and tintings, transforming sands and rocks into gardens of radiance. In the vast tundras of the North are fields of flowers of millions of acres. Even the Arctic night is brilliant with those moving pictures of flashing splendor. In the Tropics what treasures of loveliness! There are the exotics which embellish our green houses. There are the famous orchids for which men have laid down their lives. All through our North land how entrancing were our forests. In the East the Kalmias, Azalias and Rhododendrons. In the West the Viburnums, Wahoos and hosts of ornaments. In the mountains the most beautiful trees on earth held in reserve for the supremest adornment. Even the oceans are not forgotten. The floors of the sea are embellished with surpassing loveliness. In the bay of the Catalina Island, people go out in boats with glass bottoms so they can look into the deep where sea flowers are at their best. Some of you have heard of that wonderful feather of the Bermuda seas. The young man, William Phips heard of a Spanish vessel bearing enormous wealth which struck a reef and went down. Phips saw one of the survivors 50 years after and determined to find the vessel. What a task, worse than finding a needle in a hay stack. But he went to England and secured a man of war and went on his quest of finding a vessel in a vast ocean. He anchored in that Southern Sea and sent a crew in a great canoe. The men were despondent. What show had they of finding a ship lost 50 years ago. One of the men looking down saw an immense sea feather, the largest ever seen. They sent an Indian diver down to tear it loose. He came up with bulging eyes. "What great guns there was down there." They found the sunken ship guarded by that sea feather. They took from the vessel 300,000 pounds in gold, silver and jewels.

The young man was knighted and afterward appointed Governor of Massachusetts.

God has neglected no part of the earth. There is adornment of some kind even for the desolations. Who can describe the splendor of our mountains. What a play of light and shade when the clouds are swimming over hill and plain. Often in my summer cottage the clouds would come over the summit of Nebo and come down like a flock of sheep to drive away my weariness by their reviving presence.

One time I was in a valley hemmed in by the mountains and the clouds spread over it with fringes resting on the summits. It was like a vast umbrella and over it all there glowed a mysterious light so that it seemed like a

moved as far as possible from its primal parentage the greater the tendency to break out into a wild rollicking abandon of loveliness. Take the original single Dahlia. What has been the results of the thousands of efforts for its improvement? So that at present we have several distinct species so divergent their own mother would not know them. The Carnation was a demure and humble little flower, but what changes have been made so that she now stands out in her queenly beauty. The Phlox was like a wild Indian maiden, homely and hardy. But in the hands of the skilled florist of Europe she comes back to us as a Princess fit to adorn the courts of kings. The Canna was an insignificant flower mostly prized for its foliage, but by skill and patience, one man making 40,000



*Residence of P. D. Berry, Wholesale Nurseryman, Dayton, O.*

vast opal. It was one of the most resplendent scenes I ever beheld.

#### OUR SLOGAN IS BEAUTY IS WEALTH.

There are Eldoradoes and Golcondas in the fields of Floriculture and Horticulture as well as the mineral kingdom. I stood by the original Concord grape vine in that quiet village where it was born and could but say "You grand old Mother, you little know your worth or realize what you have done. Think of the train loads on train loads of fruit which have gone from your branches. You have been worth millions."

Think of the discoveries in fruits. The Wealthy, Grimes Golden, Jonathan and Delicious and others which have come to reward the toil of the orchardist. These present successes are the promises of future discoveries. It seems to be a law of nature that the nearer a plant is to the original the greater the tendency to revert. Re-

crosses we now have a queen among our flowers. The single flower is the product of nature, the double flower the product of nature and art, joint victory of God and man. What gains have been made in the Peony, 3000 named sorts and more to follow. The new creations give promise of ultimate successes. What a scene of splendor a field in bloom presents, billows of fragrance floating there until you seem walking in Elysium. There is a carpet for the touch of Angels feet.

And there is the coming flower, the Iris. Oh nothing but the flag" cries prejudice "that grew in the swamps." Sooner or later we are going to drag people away from the swamps and show them the grandest family of flowers that God has yet given to mortals, a continuous bloom which glorifies two months of the year, reaching from the tiny and brave Pumila to the tall giant which brings up the rear. What superb blooms, with garments woven from the sunset and rainbow, combining all the beauty

of sky and earth. Many of them have a delicious fragrance, and some have a radiant and glistening reflex like that of the richest silk.

New creations are coming fast. There are some of the newer sorts of immense flowers, and there is a new one which grows from 5 to 6 feet tall. There should be a united campaign of publicity to push this royal flower to the front where it belongs. We want a united effort at publicity. Give the same attention to flowers that is now given to fowls and animals and you will soon glorify the earth. Among the Egyptians the cat was deified. With us it is the hen. In India they had the sacred bull and now we have the sacred cow which gives her 1000 pounds of butter a year. Thousands should be expended to proclaim the value of our ornamentals. Here we stand on fields, won by others, and it is our province to follow up their successes. Pleasure and cash invite you. Grand old Festiva Maxima has been worth over a million. A carnation sold for a fabulous sum and that was the beginning of its value. How much is now invested in flowers and new greenhouses going up all the time.

What a change there has been in funerals. 60 years ago death was treated as a defeat. The room was filled with the odor of paint and varnish of the home made coffin. No flowers, no adornment. Now a funeral is

the celebration of a victory. Flowers everywhere in the room and on the casket and by the modern process of lowering the remains so that they slowly vanish amid banks of flowers, the impression obtains that our departed have gone to the land "where everlasting spring abides and never withering flowers."

What of the future? We spend most of our time over there. We do not get through with our work down here. Heaven is more than a divan and a song—a loafing place with a Hallelujah attachment. "My Father worketh hitherto and I work." Up there His servants serve Him night and day. This world of ours has about 80 constituents. Nearly half of them have been thrown down to us by those heavenly tramps, the meteors. The spectroscope tells us what is burning in the distant suns.

We belong to the United States of America. We also belong to the United States of the Universe, all under the same laws and government.

When we stand on the margin of the glorified vastness of God and see as God sees, with no diminution of objects in ratio to the distance, and the Universe rises before us to give its salutations, as Canaan rose to the vision of Moses, then we shall feel that we have come to our own and the infinite within us touches the infinite beyond us.

## THE ROSE GROWING INDUSTRY

By Robert Pyle, President of the Conard & Jones Co., West Grove, Pa.  
Read before the American Association of Nurserymen,  
Cleveland, June 24th.

### *Part II.*

He described in succession with autochrome reproductions, the famous Rosarie d'la Hay with its seven thousand five hundred different varieties; with its tree roses 12 feet high with 5 and 6 feet spread; with its avenues of rose-covered archways; its laboratory for extracting the essence of the rose; its museum containing records of the rose in the literature of all languages as used in the production of textiles, coins, paintings—indeed wherever the rose has figured in art—with also records tracing the history of rare roses found in this garden, kinds that dated back beyond the beginning of the Christian era, and then he showed how cleverly screened from the rose of the garden is a little open air theatre with turf seats, blooming roses for footlights and for stage setting, where M. Gravereaux provides especially of productions treating of the rose for the pleasure of his friends from Paris. Especially favored are the members of the French Rose Society and the Ladies French Rose Society, as well as distinguished visitors from abroad. Then showing a photograph of M. Graveneaux, Mr. Pyle called attention to the magnificent work abroad that has been done by amateurs, when they become sufficiently interested in popularizing the rose for all the people. As for example, M. Gravereaux himself an interested amateur, was largely instru-

mental in persuading the authorities of the City of Paris to establish in one of the public parks, the Bagatelle Gardens in the Bois de Bologne, a magnificent garden of three or five acres in extent, with a completely representative collection to which are annually added the seedling roses invited from the hybridizers of all nations. Another feature which lends unusual distinction to this garden is the annual meeting of men prominent in the Rose Growing Industry who are invited as representatives from all nations, including England, Ireland, Holland, Germany, Luxemburg, France and America, who bring their own intimate knowledge of values regarding new roses to bear in the decision, upon kinds most worthy of the gold medal and grand prize awards so highly cherished by the originators. Mr. Pyle illustrated the above with a series of photographs lastly showing a group of some twenty such judges standing around the Rose Jonkheer J. L. Mock, which that season was awarded the gold medal, and in a comprehensive summary of European practices, the speaker pointed out the fact that the difference between the American and the European industry may be seen in the fact that abroad the amateurs with all their resources of time and money and enthusiasm have been harnessed to the happy task of popularizing roses. They

"have it going" and the motive power appears to be automatic within the amateur. With respect to rose shows, organized amateur rose gardens, we as yet are in the pioneer stage, but happily in America there are examples of how things can be and are being carried out most successfully.

With an illustration of President Roosevelt sitting at his desk in admiration for a large bouquet of magnificent Richmond Roses, the speaker related the incident when last the American Rose Society met in Washington and upon adjournment went in a body to meet the President in the White House, presenting him with a bouquet of roses of American origin. After interrupting his remarks to congratulate Mr. Hill, the originator, Mr. Roosevelt expressed the great feeling of satisfaction which al-

But, gentlemen, a splendid start already has been made in practically all these directions, and in this connection permit me to call attention to the work of the American Rose Society.

This picture (showing the Syracuse New York Rose Show) represents a part of the exhibition under the auspices of the Syracuse Rose Society with a membership of nearly three hundred which is annually holding notable shows of this kind, and which has this year become affiliated with the American Rose Society—the beginning of a movement that is bound to spread. The Newport Garden Club, of Rhode Island counting among its members those of almost unlimited means are knocking at the doors of the American Rose Society for affiliation in the same way, and we are hoping next year to hold with them a joint



*Block of 200,000 3 year old roots of Lineatus and Victoria Rhubarb. P. D. Berry, Wholesale Nurseryman, Dayton, O.*

ways came to him "when we Americans are able to produce what we need for our own use."

Too little incentive and precious little reward indeed, in the past, have been offered to the American hybridizer, and this is one of the various points among others that I shall mention, which calls for our corrective attention, if we would develop our rose growing industry. Let me recapitulate. We have already shown the need for a series of test gardens. There is no question but that there is an enormous field for the development of roses particularly for American conditions and therefore that we should encourage hybridizers.

Furthermore, we need to organize Rose Societies, Garden Clubs, among amateur rose growers, to encourage and assist in every way possible with organized local effort along these lines, and last but by no means least we must get going the movement to *plant public rose gardens for all the people*.

spring outdoor show. A small charge is made for each affiliated member in return for which he, or she, receives the publications of the American Rose Society and the Society offers medals for their best displays. We are also publishing annually a bulletin which is being constantly improved that will contain more and more valuable information, with reference to best roses for different localities of our country, the results of shows, the prizes awarded, and with condensed reports of the Society's business.

You will also be interested in the progress already made with the test garden movement, which was launched a year ago last April, at the annual meeting of the American Rose Society, and also of the Society of American Florists and Ornamental Horticulturists held in New York, and as evidence of what has been done you will see, in these pictures, the splendid location provided for us at Washington, just across the Potomac River, by the Department of Agriculture, who have charge of the garden

under our auspices. The next pictures also show an equal number of some two or three thousand roses that were planted out this spring on the grounds of Cornell University at Ithaca, New York, thanks to the generous contributions made by the following firms:

Bobbink & Atkins, Rutherford, N. J.  
 Brown Bros., Rochester, N. Y.  
 Conard & Jones, West Grove, Pa.  
 Henry A. Dreer, Riverton, N. J.  
 Ellwanger & Barry, Rochester, N. Y.  
 F. & F. Nurseries, Springfield, N. J.  
 Edward Kress, Baltimore, Md.  
 S. Y. Harris, Tarrytown, N. Y.  
 Hoopes Brothers & Thomas, West Chester, Pa.  
 Leedle Floral Co., Springfield, O.  
 W. A. Manda, South Orange, N. J.  
 A. N. Pierson Co., Cromwell, Conn.  
 Stark Brothers, Louisiana, Mo.  
 Storrs & Harrison, Painesville, O.  
 W. & T. Smith Co., Geneva, N. Y.

It is difficult to estimate the value to American rose men likely to grow out of these gardens. We can certainly depend upon information quite as useful as that worked out at Cornell by the American Peony Society or the American Sweet Pea Society, and it is encouraging to know that the New Jersey State Experiment Station at New Brunswick have requested the A. R. S. to establish a rose test garden on their grounds; a similar request has come from Vassar College, with its annually changing body of five thousand women, most of whom some day will have rose gardens of their own; a similar request comes from Minneapolis, and what is the stand taken by the American Rose Society with reference to extending this work? Because rose gardens are not of mushroom growth they require care and the judgment that comes with experience, as well as stock. There is little question about the success of the gardens already established. The response of the trade donating roses has been most gratifying, but the present membership of the American Rose Society does not afford men enough to properly handle the work ahead. Do you know the National Rose Society of England has over five thousand members, and are you aware that in our own enormous country our membership numbers less than a paltry three hundred? We will accept the invitation to establish rose gardens in other centers when the increase of membership brings us from the trade and from the ranks of able amateurs, men who will share with us in assuming responsibility for the oversight of these gardens. Their value has been exemplified by the results in the Hartford Test Gardens this past spring with seedlings of two year's stand, that enabled the judges to make careful and valuable awards within the present month to seedlings and other roses some as yet undisseminated.

But the most impressive evidence, I think, of the possibilities for cities in different parts of the United States to make use of the rose for the benefit of their people at most reasonable expense and with surprising results, is the example of Elizabeth Park Rose Garden, Hartford, Conn., of which I am able to show you some photographs. Do you realize that during the first rose week in this month there were counted in this park in one day not less than one thousand five hundred automobiles and careful

count showed the attendance for the day over 32,000 people. The Rose Garden is only an acre in extent. The authorities were obliged to plant perennial and other gardens nearby to scatter the attention and prevent the grass turf from being entirely worn out. Attempts were noticed in the Gardens of many wishing to note varieties for home planting, but certainly under great difficulties, because of the crowds pushing from behind. When one little park in New England can call forth a hundred thousand people within three weeks, doesn't it indicate the latent love for roses that other cities ought to recognize? Some will object that conditions in other cities do not permit. Look at this illustration of what has been done towards a rose garden in the parks of Minneapolis, our cold northwest country. If they can have roses, such as these, surely no man-sized city need hesitate.

In closing may I remind you that the above is intended to give you some idea of the opportunities and aims of the American Rose Society. It is made up of a loyal bunch of men; but they deserve the support of a much larger number and especially from the ranks of the nurserymen whose business is bound to be benefited. May I extend to you the opportunity to join and help in the good work.\*

\*Mr. Pyle is Vice President of the American Rose Society, and he will accept subscriptions for membership at \$3.00 per year, or they may be sent directly to the Secretary, Benj. Hammond, Beacon, New York.

#### MR. HERBERT CHASE MEETS WITH AN UNFORTUNATE AUTOMOBILE ACCIDENT

The many friends of Mr. Chase will congratulate him upon the fortunate escape of himself and family from what might have been a most serious automobile accident.

Shortly after returning from the Cleveland Nurserymen's Convention, Mr. Chase, in company with his wife and son, Edwin, took an automobile trip to Colorado Springs. While passing along the new automobile road over the mountains east of Gunnison, he came to a sharp, narrow turn. The outer edge of the road was new and soft, and the car skidded over the embankment. Mr. Chase was thrown out of the car, but his wife and son were buried in the wreck. Fortunately, some ranchmen opportunely came by, and hurried to the rescue. Mrs. Chase and Edwin were taken out. Mrs. Chase was somewhat bruised, but Edwin got through without a scratch. Mr. Chase had some ribs broken, his chest crushed, and his back wrenched.

He was carried to Sargent's, where a doctor was summoned by phone, and later taken to the Red Cross Hospital, at Salida.

The excellent care bestowed upon him there has brought him around in good shape, and no doubt before the end of the month (July) he will be able to leave the Hospital, still somewhat sore, but otherwise fully recovered.

Mr. Chase is a life member of the Elks. This fact became known when he was taken to the hospital, and the members of the fraternity have been unsparing in their efforts to make his stay at the hospital as easy and as pleasant as possible under the circumstances.

The National Nurseryman joins with Mr. Chase's many warm friends, in thankfulness that the accident was no worse, and wishes him a speedy and complete recovery.

# TREE PLANTING IN URUGUAY

(Consul Ralph J. Totten, Montevideo.)

Information is sought regarding possibilities for the sale of American flowering plants, shrubs, and trees in Uruguay.

The climate of Uruguay is between temperate and subtropical. The mean summer temperature for the last five years has been 73 degrees F. and the mean winter temperature has been 50 degrees. The lowest temperature registered in the last 40 years was 22 degrees and the highest was 92 degrees, but both of the extremes were for a few hours only. The soil is suitable for almost all subtropical and temperate zone plants and trees. There are no real mountains and very little natural forest. The

years old, 4.44 pesos; ash, 2.69 to 8.30 pesos, according to size and kind; Tipa Peruviana 3 to 6 pesos, according to size and kind; poplar (3 varieties), 2.69 to 6.20 pesos, according to kind; satinwood, 1 year old, 3.10 pesos; satinwood, 3 years old, 7.23 pesos; plane tree, 1 year old, 4.44 pesos; sycamore (2 varieties), 2.69 to 7 pesos; and cypress (3 varieties), 3.70 to 7.23 pesos.

The central and southern portions of Uruguay being almost treeless, it is necessary to plant trees for shade as well as for utility. Fruit, shade, and decorative trees, as well as shrubs, vines, flowers, and small fruits, are in constantly increasing demand. It is estimated that



*42 Acre field of Cumberland Raspberry. P. D. Berry, Wholesale Nurseryman, Dayton, O.*

palm, the olive, and the orange grow in almost the same districts with the pine, eucalyptus, and oak.

Few trees and shrubs grow in a wild state in Uruguay. There are 40 or 42 nurserymen, some of whom have modern, well-equipped nurseries and carry large stocks of seeds, flowers, shrubs, and trees. There is a Government nursery which makes a specialty of shade trees, trees for lumber, and seeds for forage crops. Their prices in Uruguayan pesos (1 peso — \$1.034 U. S. currency), which are fixed semi-annually by the Department of Industry, are at present as follows for some of the principal trees (per 100):

Eucalyptus (21 varieties), 42 inches to 39 inches in height, 4.44 pesos; pine (40 varieties), 2 years old, 4.44 pesos; *Acacia* (4 varieties), 4.53 to 4.63 pesos, according to size and variety; oak, 1 year old, 2.69 pesos; oak, 2

within the last few years over 17,000,000 forest trees have been planted in Uruguay. Fruit culture is growing in importance from year to year. Among the latter are apples, plums, pears, peaches, cherries, oranges, olives, berries, melons, and grapes. It is estimated that 98,842 acres are devoted to tree fruits and 14,826 acres to vineyards.

Trees and plants are admitted duty free into Uruguay.

A list of Uruguayan nurserymen and plant dealers may be had from the Bureau of Foreign and Domestic Commerce, Washington, D. C., and at the branch offices of the Bureau, 313 Customhouse, New York, N. Y., 629 Federal Building, Chicago, Ill., Association of Commerce Building, New Orleans, La., and 310 Customhouse, San Francisco, Cal.—*Daily Consular and Trade Reports*.

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It circulates throughout the United States, Canada and Europe.

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AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

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Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed. Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

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Rochester, N. Y., August, 1914.

## THE DOMINANT NOTE AT THE CONVENTION

It was gratifying to note the splendid harmony in thought as expressed at the convention on the subject of disposal of nursery stock.

Hitherto production has been the key note, but all are beginning to realize that distribution is the larger problem and is the one which can only be handled by united effort and a thorough understanding on the subject. As has been pointed out so many times in these columns, competition among nurserymen, except which shall grow the best stock, is wasteful and not economical.

Competition is right in matters pertaining to production but wrong in distribution. The trusts, perhaps unintentionally, have taught us this great truth. The consumer does not want cheap goods so much as he wants those of high quality, true to name, that will give results. The cost of the trees to plant an apple orchard is a minor consideration compared with the investment required to bring the orchard into bearing.

Practically every paper that was read at the convention had for its keynote the fact of developing the market rather than competitive selling. Exploiting our goods and developing the market was the necessity of the future. One new customer that has hitherto never planted is better than an order procured by lowering prices.

Mr. Pyle in his paper very clearly showed what a treasure if the nursery business is to increase and expand. A tremendous field was lying waiting development.

Mr. Dayton pertinently called attention to the fact that "cut prices do not add a single tree to the plantings of the season and that our object should be to make our products wanted by more and more people rather than to get a large share of a restricted demand," and to quote from

the paper of Jefferson Thomas, "It is not over production, 'the real trouble will come through insufficient distribution and unscientific selling methods.'

## HANDLING NURSERY STOCK

There is a tendency these days to get down to first principles and inquire the why and wherefore. It is a good thing. Analysis and investigation invariably show us things we knew but did not realize. We are so accustomed to following a leader or doing things because it has become a habit.

Many nurserymen, or perhaps it would be better to say nursery workers, gain their first knowledge of plants in the storage cellars or when plants are out of the ground and they get the habit of looking on a plant as purely merchantable goods, similar to seeds or bulbs.

Men who are growers know that every hour a plant is out of the ground is detrimental to it. The deterioration may only be slight if conditions are right, but conditions similar to those under ground are not always possible and the plants lose much during the period when the roots are above ground and exposed to detrimental atmospheric conditions.

The storage cellar is a necessity, but everything should be done that is possible to prevent deterioration of vitality while the plant is out of the ground. It is unnatural for roots to be exposed to light and air at any time and if this one vital fact can be kept constantly in mind and acted upon, it will be a great force in keeping plants in prime condition during this critical period.

## HIGHER PLANE OF ACTION

Why not have a higher plane of action? Aim not to make the dollar but produce the very best stock possible and give the customer the greatest amount of value for his money. Absolute honesty in grading, labeling and handling is essential. A tree that is devitalized by mishandling then sold to a customer is nothing but robbery. It may be unintentional, but it is no better than a spurious coin.

Aim also to get better labor. Pay more for it. This does not mean that the nurseryman's profits will be less. In fact by scientific management they should be a great deal more. There must be more of the Henry Ford principles and less of the chaotic scramble for business such as exists at present. Profits will have to come out of better management, a broader market and lower cost of production rather than from higher prices.

## KEEP AHEAD OF YOUR WORK

The U. S. Department of Agriculture in a circular of information suggests the farmers take an occasional ten days' vacation but not to let it interfere with the plowing under of the stubble after the wheat is cut, as every ten days delay means the loss of a bushel of wheat per acre the following year.

It will be news to many that the average farmer is able to take a ten days' vacation during the summer, much less several of them. We always thought like the nurserymen, he could never quite catch up with his work.

The statement, however, that "The average man never

does a thing until he is compelled by circumstances and most farmers are satisfied merely to get his plowing done in time to sow his wheat at the proper season," applies very forcibly to conditions on a nursery. The best managed nursery is the one that is ahead in its work, where the ground is plowed and brought into condition for planting well in advance of the season.

#### PACKING ALLOWANCE ON CAR SHIPMENTS.

Are you getting your preservative allowance on car load shipments of trees, etc., to and from the Pacific Coast and points in the Northwest? These allowances are for preservatives on perishable freight such as straw, shingle tow, shavings, etc. It seems that some of the nurseries throughout the country are not taking advantage of these allowances. From Portland and most points in Idaho, Montana, Oregon and Washington to all Eastern points there is an allowance of 2000 lbs. of preservative for packing around the trees in the body of the car. To and from a number of other points in the Northwest territory there is no mention made of the amount of preservative allowed. In such cases if there is 5000 lbs. of preservative used this amount should be deducted from the total weight of the car. Of course the minimum weight of the car in every case must be preserved. Although this amount is not great on one shipment, on a number of cars it soon amounts up to a considerable saving. For instance; shipment moving from Portland, Oregon to Kansas City, St. Louis, Omaha and any other points throughout the Mississippi Valley where the rate is \$1.25 per hundred the saving would be \$25.00 per car, on ten car loads you could save about the freight on one car. To get this allowance the bill of lading must carry the notation of the amount and the kind of preservative that is used in the car. Unless this is shown you will be unable to get the railroad to reduce the amount of the freight.

On shipments moving from points in the middle west, such as Sioux City, Omaha, Kansas City, Topeka, there is an allowance of 500 pounds for dunnage loaded in the body of the car as a protection to the freight. This does not amount to as much as the shipments moving to and from the Pacific Coast but nevertheless it is these little savings that count.

To and from practically all points there is either an allowance for dunnage or preservative and it is to the interest of the nurseryman to look into these matters very carefully as the railroads will not by their own accord give the shipper the advantage of these allowances.

Just as a passing mention. A great many of the nurseries from whom we have been receiving shipments this year are failing to specify upon the bill of lading that the trees are "*dormant*." In case this is left off the railroads will invariably charge the higher rate and to get a refund it necessitates a claim.

Yours very truly,  
C. E. BUEHNER, *Traffic Manager.*  
William P. Stark Nurseries.

Neosho, Missouri, July 6, 1914.

#### UNITED STATES DEPARTMENT OF AGRICULTURE.

Washington, D. C., June 30, 1914.  
MONTHLY LIST OF PUBLICATIONS  
(June, 1914)

*No publications are sold by the Department of Agriculture; therefore do not send money to this office.*

*Copies of publications listed herein will be sent free upon application to the Editor and Chief, Division of Publications, Department of Agriculture, Washington, D. C., as long as the supply lasts.*

*When this department's supply is exhausted publications can be obtained from the Superintendent of Documents, Government Printing office, Washington, D. C., by purchase only, and at the prices noted herein.*

*Send all remittances to the Superintendent of Documents direct. His office is not a part of the Department of Agriculture.*

New Facts Concerning the White-Pine Blister Rust. By Perley Spaulding, Pathological Inspector, Federal Horticultural Board. Pp. 8. Contribution from the Bureau of Plant Industry. (Professional Paper.) June 24, 1914. (Department Bulletin 116.) Price, 5 cents.

This paper contains additional information concerning the white-pine blister rust that was collected during the season of 1913. It is of interest to foresters, tree experts, nurserymen, and owners of ornamental and forest plantations of 3-leaved pines.

Practical Tree Surgery. By J. Franklin Collins, Forest Pathologist, Bureau of Plant Industry. Pp. 163-190, pls. 7. (Separate 622, Yearbook 1914.) Price, 10 cents.

Promising New Fruits. By William A. Taylor, Chief of Bureau, and H. P. Gould, Pomologist in Charge of Fruit-Production Investigations, Bureau of Plant Industry. Pp. 109-124, pls. 8. (Separate 618, Yearbook 1913.) Price, 15 cents.

Inventory of Seeds and Plants Imported by the Office of Foreign Seed and Plant Introduction during the period from July 1 to September 30, 1912. Pp. 44, pls. 5. (Bureau of Plant Industry, Inventory No. 32. Nos. 34093 to 34339.) Price, 10 cents.

#### SPECIALIZING ON SMALL FRUITS.

P. D. Berry, Dayton, Ohio, started in the nursery business 1892 and has now eighty acres almost entirely devoted to small fruits for the wholesale trade. The accompanying pictures give a good idea of the large acreage devoted to a few things so that the culture may be the most economical and efficient.

Mr. Berry reports an exceptionally fine business the past spring, having sold out clean and the raspberry crop from his stock plants the finest he ever had and brought the best prices.

In addition to small fruits, Rhubarb, Horse Radish, Peonies and Privet are his side lines. The illustration showing a field of Peonies Francois Ortegat in front of Mr. Berry's home, grown for the cut flower market.

# TRAVELING AMONG THE ISLANDS OF THE PACIFIC

Mr. James McHutchison Writes of His Visit to the Islands of Hawaii, Pago Pago and Samoa.

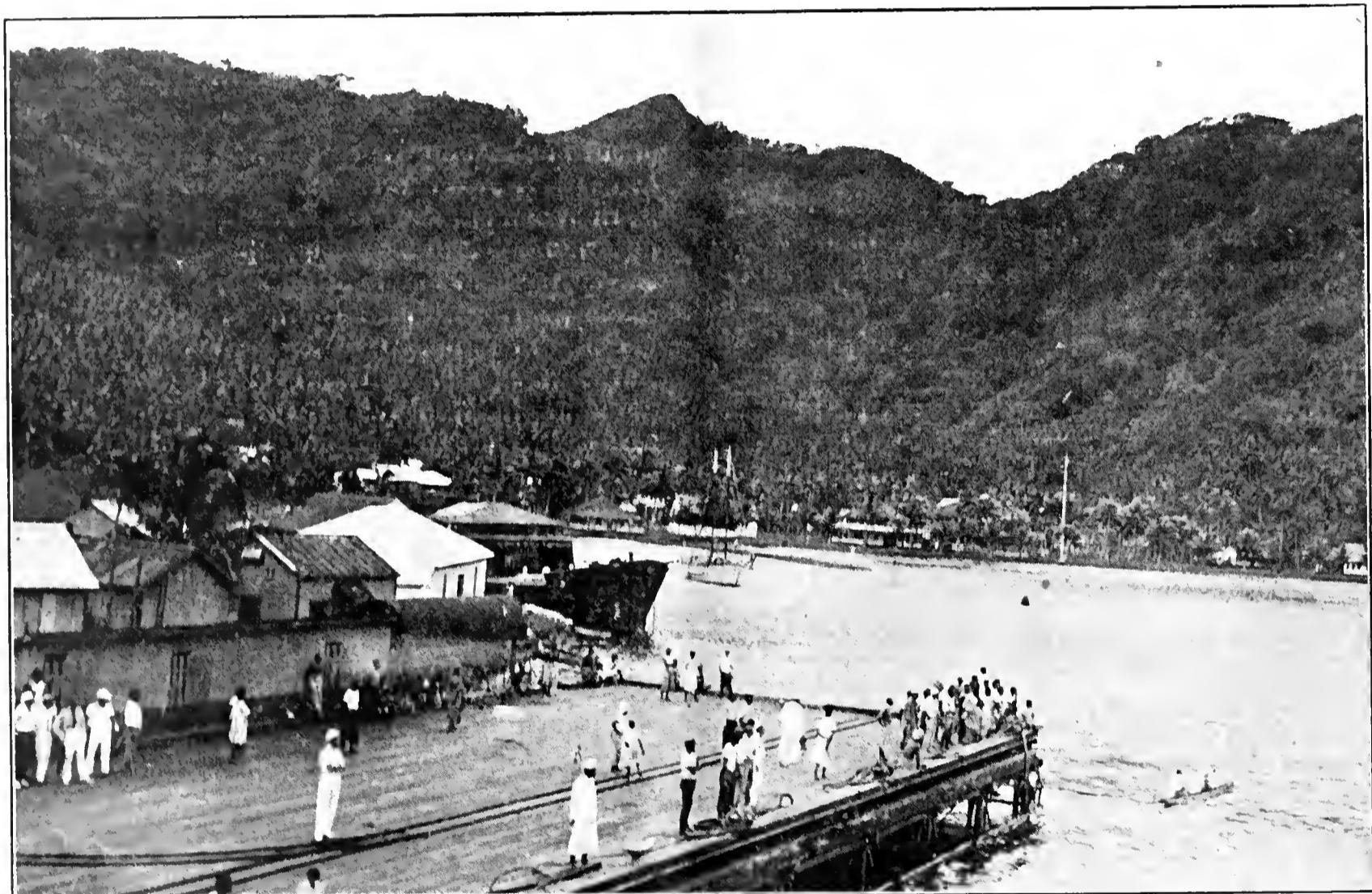
It is difficult to look away from the whirl of New York City business life for a day, yet I have always felt that a business man owes it to himself and his fellows to broaden his views, enlarge his horizon as far as practicable.

In no better way can this be done, than by foreign travels. Especially interesting to a nurseryman or florist is the vegetation he sees, he realizes what a very small relative number of plants or trees are known to him, and what a small niche in the horticultural world he occupies.

In 1912 I gave National Nurseryman readers a brief summary of my trip around and through South America and up the Amazon River. As I write this on board the S. S. Ventura, we are in mid Pacific—we cross the equa-

through the Golden Gate, arriving at Honolulu, the cross roads of the Pacific, on the morning of April 13th.

The Hawaiian Islands are the far famed "Islands of Romance." It is always May in fair Hawaii, with the soft trade winds tempering the natural heat of the day, with cool soft breezes. The gorgeous crimson of the blossoms of the *Poinciana regia* and the deep luxuriant green of the Royal Palms, line the avenues and boulevards of Honolulu. The purple *Bougainvillea* and the vari-colored *Hibiscus* make of the hedges a blaze of color (there are 800 varieties of *Hibiscus* growing there). Many of the best residences are beautifully embowered in Palms, and



*Pago Pago Harbor, Samoan Island. Cocoanut trees in background.*

tor to-morrow morning bound for Sydney, Australia. From there I expect to go to Victoria, and will return home via the Phillipines, China and Japan. It is twenty years since I left Australia, and this is my first return there.

Leaving New York City 5.30 p. m. April 1st, on the Lake Shore Limited and Overland Limited brought us to San Francisco 10.10 a. m. April 5th—3200 miles in three days, 20 hours, 2 minutes, via Buffalo, Chicago, Cheyenne and Ogden. This is the route which crosses 40 miles of the Great Salt Lake or "fill in"—on piles—similar yet different to the Florida East Coast R. R., which crosses the Keys to Key West on concrete spans. We came

even the humblest garden has quite a collection of Crotons, *Caladiums*, *Dieffenbachias*, Ferns and Palms. The Avocado, Banana and Mango trees were covered with fruit not yet ripe. Everywhere there is the spirit of welcome, expressed by the Hawaiian word "Aloha."

Honolulu itself, is a most cosmopolitan city of about 50,000, a good estimate being 35 per cent. natives, 25 per cent. whites, 20 per cent Japs, 20 per cent. mixed races. One school boasts children of 26 different nationalities. Honolulu has a good service of trolley cars which run frequently to Waikiki and other beaches where the native surf riders perform, and to the accessible environs of the city. There are many excellent hotels, fine shops

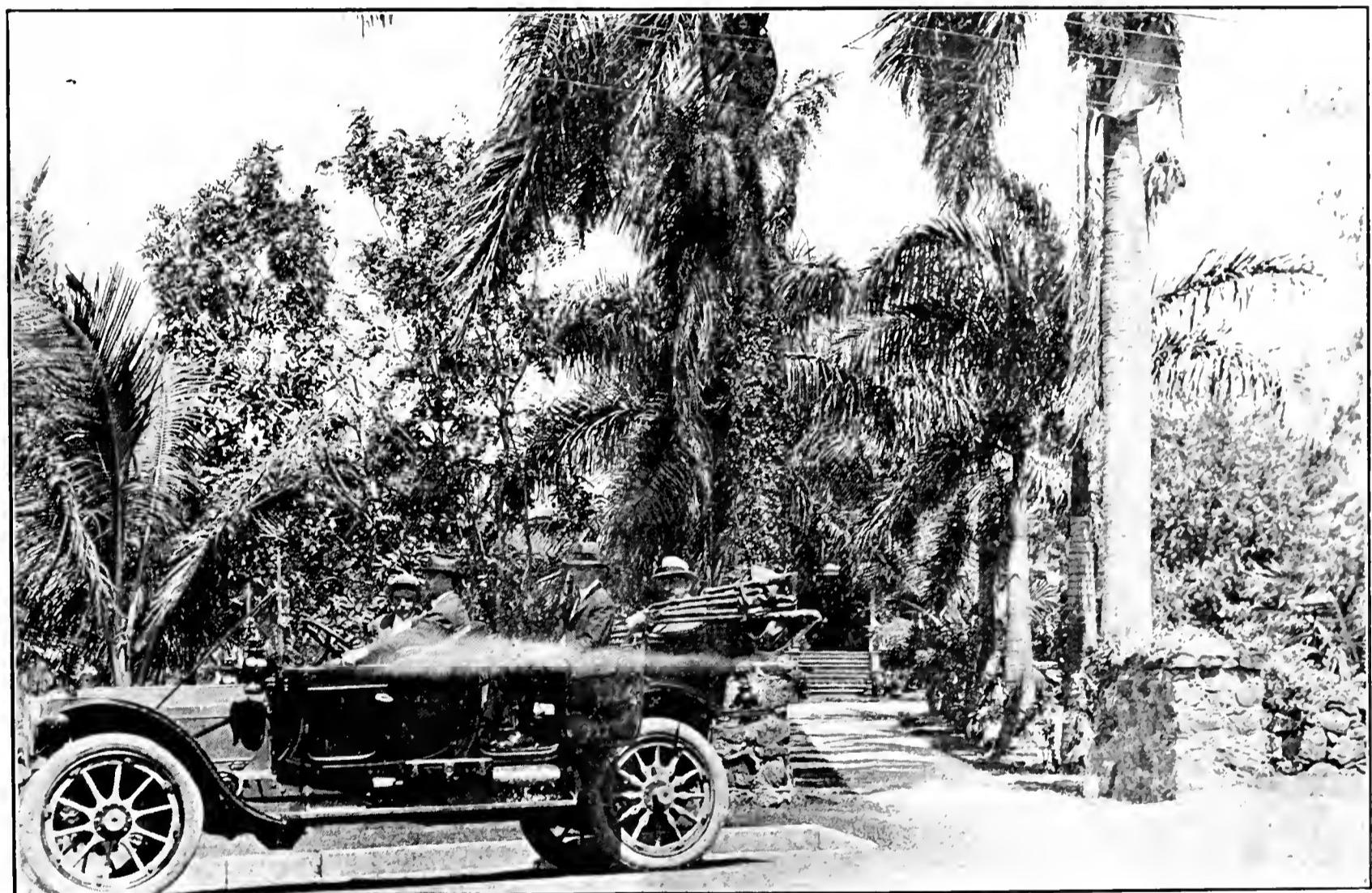
and even the most travel worn tourist would like to linger long there.

Our short stay did not give us time to visit the other islands, the volcanos with their huge active craters, the large Pineapple, and Sugar Cane plantations, but our three hour automobile ride terminated with a delightful lunch at Waikiki Beach—showed all we could expect to see in so short a stay. We visited the Pali—a precipice at the end of a gorge, which overlooks a beautiful valley of cultivated fields. In one of the wars in the early days, 3000 native warriors were driven by their victors over this precipice to their death on the rocks, 4500 feet below. We went through the Mauna Loa Garden back to the ship ten minutes before she sailed for Pago Pago, part of the Samoan Islands.

On April 19th, we crossed the Equator, there as usual the North Trade winds left us until we picked up the

making a very pretty picture. About seven miles further on our ship took an abrupt turn to enter Pago Pago (pronounced Pango) Harbor, and the sharp turn took us into the harbor like a small lake, without any apparent exit, with high thickly wooded hills encircling us on all sides.

A signal gun from the American gunboat, always stationed there, herald our approach to the natives, and though we were tied up to the small dock within forty-five minutes after entering the harbor, there were some thousands of natives there to welcome us, and to trade with us. They had for sale, necklaces of beads, shells of all kinds, of coral, miniatures of their outrigger canoes, inlaid and common wooden clubs and other implements of native war, native clothing and tropical fruits of many kinds. The natives were especially keen on trading and many of our passengers and crew traded off coats, neck-



*Entrance to a house on one of the streets of Honolulu.*

South Trade winds, two or three days later. We experienced a succession of calms, rains, squalls, with the wind coming from all points of the compass. At 11 a.m. the flying fish skimmed the sea, smooth as glass under a bright sun, and two hours later we could not see half a mile ahead. At no time was the heat objectionable, we played cricket on deck crossing the Tropics and had our swim in the canvas tank, filled up for the purpose, each afternoon.

Two days later we sighted Tutuila, the principal passage between two islands, clothed with verdure of an intense green color, from the beaches to the top of the 4000 foot peaks, the native huts nestle in the cocoanut groves,

ties, ribbons, mirrors and little knick-nacks for what the natives had to offer in exchange. For a package of chewing gum one could get in exchange as much as he could carry.

Just a word about the natives themselves. They are of copper color, with straight black hair, of fine physique, as compared with whites. The men are fine, powerfully built fellows, larger and stronger than the Hawaiian, but not so fine as the natives of New Zealand, though the three people unquestionably have a common ancestry, and the women are comely and well developed. Practically none of the natives speak English, or wear any part of European clothes. The men wear a cloth from

the waist to the knees only, and the women wear a cotton wrapper of gaudy color, which covers them from their neck to their knees. None of them wear more than one garment, which we could very easily place in one of our pockets, yet considering the climate, all are fully clothed. There is the same jollity, light heartedness and spirit of welcome as in all of the other islands of the Pacific I have visited.

The principal port of Samoa is Afria, situated on the principal islands, and under German rule, but we did not have time to go there. The population of the islands is about 34,000 with less than 500 resident whites. We were told that none could buy land there, though of course they could get the right to use what they needed. This seemed to me a very sensible law. Pago Pago being technically a United States Naval Station, we were not allowed to take cameras ashore. This, to me, was a great disappointment, as there are so many interesting pictures of native life and surroundings which I would have liked to have pictures of. There are no pictures to buy. I could not see any sense in this law, seeing that the United States have no guns, fortifications or defense work there.

There are no roads or streets as we understand them. A path trodden hard and smooth with native feet winds around the bay for several miles between the native huts. The native lives a very simple, peaceful life. Their food consists largely of Poi (a kind of bread made from the Taro root, *Catadium esculentum*) fish, breadfruit, bananas, cocoanuts and other fruits. Their huts are merely sheds, made of bamboo poles thatched with palm leaves. The sides are partly covered with palm matting, but are really open to all kinds of weather. There are no doors or rooms. The hut is built large or small according to the size of the family, father, mother, children, aunts, grandfathers live together in one room, lying on neat mats on the pebbled floor, a long bamboo pole across the hut serving as a pillow for all of them. It almost seems a shame that the white man disturbs them in their happy peaceful life, by trying to force them to adopt a civilization, which is often very harmful to them, but which cannot be of any real service to them for several generations.

We left Pago Pago at 11 p. m. the natives singing their songs to us. On the morning of April 21st we passed within a few miles of Vavas (Turtle Island) one of the Fiji group of Islands. Between Pago Pago and Sydney we passed the 180th parallel, the antipode of Greenwich, and go from Tuesday, April 21st to Thursday, April 23rd. On Sunday, April 25th we passed within five miles of Lord Howe Island, about 400 miles northeast of Sydney. This Island is interesting to us as horticulturists for it provides the seeds of the four varieties of *Kentia* palms, which are grown commercially by European and American florists. Sydney heads are now looming up directly ahead of us and my impression of Australia will be given in the next installment.

(The September issue of the National Nurseryman will contain a letter from Mr. McHutchison, of his visit to Melbourne and Sydney, Australia.—Editor.)

## SOME MORE ABOUT THE ORDER OF THE YELLOW DOGS.

*Mr. Chase Disclaims the Honor of Being the Originator.*

Henry B. Chase, commenting on the article which appeared in the July number of the National Nurseryman, to the effect that he was the originator of the "Order of the Yellow Dogs," writes as follows,—"I am not the originator of that noble, secret order of Yellow Dogs, the first nurseryman to receive the degree was the Hon. M. G. Black, President of the Vine Hill Nursery Co., Mt. Pleasant, Texas. I think he was initiated by the Shriners at Dallas. As so many nurserymen are now identified with this order I am sure they will be interested to know that Mr. Black is the "Big Dog."

Also in regard to building the ten miles of highway. This listens mighty good, but it is not so. We contributed as liberally as we could afford, both time and money, but we did not build ten miles of road by a whole lot.

With kind regards and congratulations on your very complete July issue, I am,

Yours very truly,

HENRY B. CHASE."

Jim Parker, of Teeumseh, Okla., spent several days after the Convention, in Rochester and Newark, N. Y., exploiting his new tree digger. While in Newark, he was initiated into the order of the "Yellow Dogs." He was very much impressed with the precepts of the order, and in company with Newark nurserymen, initiated several classes of Newark citizens into the noble order.

## VALUE OF A SHADE TREE

*Extract from Bulletin of Massachusetts Forestry Association.*

In order to determine the value of shade trees on streets, the advice of practical real estate men was sought. A large number of these men were asked this question: "How much, in your judgment, do full grown shade-trees along the street improve the value of the adjoining land for house-lots?" The majority of answers ranged from ten to fifty per cent. while some went so far as to state that a house-lot would be worth a hundred per cent. more if full grown shade-trees were standing in front of it. A fair average of these answers falls between twenty-five and forty per cent. Expert tree appraisers say that a shade-tree in good condition and well placed is worth one dollar per square inch of cross-section, measured at breast-height. At that rate, a tree one foot in diameter is worth \$113.00, while a tree two feet in diameter is worth \$452.00. For the sake of illustration suppose that we take a good sized house-lot, fifty by a hundred feet or five thousand square feet, worth twenty-five cents a foot. The land value is \$1,250.00. If the trees are spaced fifty feet apart on the street, there would be one tree in front of the property. The tree is two feet in diameter and worth \$452.00, which would increase the value of the lot thirty-six per cent. Here we see that the tree experts' opinion conforms with the judgment of the practical business man.

## POMEROY'S HARDY ENGLISH WALNUTS.

E. C. Pomeroy, the past spring, purchased a small tract of land in New Milford, Connecticut, and put out an additional orchard of 16 acres of English walnuts.

Mr. Pomeroy is more enthusiastic than ever since traveling through the California walnut sections last summer. He claims he did not see anything to equal his own trees and found that he had a variety much more valuable than

the nuts come into bearing and require the room.

Dynamite was used to blast out the holes for each tree, a crowbar being driven about two feet down in the earth and half a stick of dynamite attached to a fuse thrust into the hole and firmly tamped. When this was exploded, it thoroughly pulverized the ground and will enable the tap root of the trees to get well down into the



*Showing heavy bearing of English Walnut trees on farms of E. C. Pomeroy, Lockport, N. Y.*

he had ever before supposed, so it is with every confidence that he is increasing his acreage of this valuable nut.

The sixteen acre plot lies on the side of a low ridge. This was accurately surveyed and the trees were planted in rows forty feet apart with the idea of planting three peach trees in each intervening space, thus providing for an income from the peaches to support the orchard until

moist ground and insure a good, vigorous growth.

The last year's crop on his bearing trees was a very heavy one. The accompanying photograph will give some idea of the way these trees bear.

It adds much to the wealth of the country when pioneers like Mr. Pomeroy who have the courage of their convictions, act upon them and found a new industry as Mr. Pomeroy is doing with his hardy English walnuts.

## STOCK TAKING.

The annual or bi-annual stock taking is not a universal custom on nurseries although most of the up-to-date concerns practice it to a greater or less degree for one purpose or another. Other lines of business depend on the inventory to tell whether there has been loss or gain at the end of the business year, but the nurseryman is more apt to guess at the value of the inventory as to whether it is below par or not and consult his bank balance or notes payable to see if he has made or lost money. This method perhaps does very well with a one man concern where every phase of the business is under the eye of the proprietor but when the business gets beyond this point facts and figures are essential to a safe course.

A large cash balance does not necessarily show a healthy business if the nursery has been depleted to pro-

ates made, advertising planned without such a record quickly available.

The actual work of taking stock is usually done in the fall as soon as the plants have made their growth and before fall work begins.

In nurseries that grow large quantities of few kinds it is merely a matter of counting and entering by grade in an alphabetically arranged book prepared for the purpose, but in nurseries that carry a large list of ornamental plants a simpler method is to use index cards which permit of a number of men working at the job at one time and so getting it done in short order should occasion require. In addition to this the record is much more complete than can be done by means of a book and when the cards are alphabetically arranged in the office they give a

NAME				Block No.			
Description		Age	When moved	Price			
Caliper		Height		Height	Each	10	100
1/4-1/2 in.		3-6 in.		3 1/2-4 ft.			
1/2-3/4 "		6-9 "		4-4 1/2 "			
3/4-1 "		9-12 "		4 1/2-5 "			
1 1/4-1 1/2 "		1-1 1/4 ft.		5-5 1/2 "			
1 1/2-1 3/4 "		1 1/4-1 1/2 "		5 1/2-6 "			
1 3/4-2 "		1 1/2-1 3/4 "		6-6 1/2 "			
2-2 1/4 "		1 3/4-2 "		6 1/2-7 "			
2 1/4-2 1/2 "		2-2 1/4 "		7-7 1/2 "			
2 1/2-2 3/4 "		2 1/4-2 1/2 "		7 1/2-8 "			
2 3/4-3 "		2 1/2-2 3/4 "		8-8 1/2 "			
3-3 1/2 "		2 3/4-3 "		8 1/2-9 "			
3 1/2-4 "		3-3 1/2 "		9-9 1/2 "			

duce it any more than an actual debt shows an unhealthy one if the money has been invested in young stock to come along and improvements that will help to produce later. The true condition can only be shown by annual stock taking and inventory values for comparison from year to year.

If there is one job the manager of a nursery should do himself it is stock taking, not because no one else can do it as well but after he has actually counted, graded and valued the stock he comes pretty near knowing the actual condition of things and if he does it several years in succession he will have gained knowledge about his nursery that cannot be acquired from figures and a casual walk through. It will take him into every hole and corner in such a way that he will see many ways to improve things.

These remarks, of course, apply to the nursery carrying a mixed line where none or only part is dug, graded and placed in storage cellars in the fall.

Outside of the financial reasons for taking stock there are very practical ones that are obviously necessary, such as having a complete record in the office of all the stock on the nursery. Inquiries cannot be answered, estim-

very complete record for which many uses will be found. The accompanying form will be found a practical one and may easily be adapted to suit all grades and kinds of stock.

### RETURN OF REJECTED NURSERY STOCK FROM CANADA.

In answer to an inquiry to the Federal Horticultural Board as to whether a permit would be required for the return to the United States of American nursery stock shipped to points in Canada and there refused by the Canadian inspectors or by the consignees, for any reason, the board ruled that the only means of returning such stock to the United States would be by permit, but that under these circumstances it would accept the original American certification in lieu of foreign certification. Permits may be requested and granted by telegraph if the necessary information is furnished.—*California Fruit Grower.*

## GARDENS WITH A DUAL PURPOSE

In Connection with the J. Horace McFarland Co., Harrisburg, Pa.

In these days we frequently hear that business houses have assumed new fields of activity which at first appear entirely irrelevant.

Such a departure made itself evident upon the evening of June 11, when the employees of the Mount Pleasant Press were entertained at the home of Mr. and Mrs. J. Horace McFarland, in the suburbs of Harrisburg, Pennsylvania.

The affair took place in the garden of "Breeze Hill," for it was here that Mr. McFarland made trial of two very

seedsman and nurseryman knows the value of the picture in disposing of his stock, and he would as quickly think of giving up advertising as to omit illustrations. Furthermore, he insists that nature shall not be forced to masquerade under an amount of fruit and blossom far greater than a "suburbanite's" wildest midwinter pipe dream. To satisfy the demand for accurate and valuable pictures, carefully trained photographers make long journeys, often reaching their destination at an unfavorable time. A northern artist cannot step out to the orange



*The Flower Garden at "Breeze Hill," Home of J. Horace McFarland.*

definite ideas, which were apparent upon that evening and which are being worked out at the present time.

Of course the first purpose of every garden is to be beautiful, and without doubt that ideal has been thoroughly accomplished. Thousands of blossoms appear everywhere, and their arrangement in semi-formal style, with little grass paths, is delightful. Even the intensively cultivated fruits and vegetables offer an appeal to the practical mind.

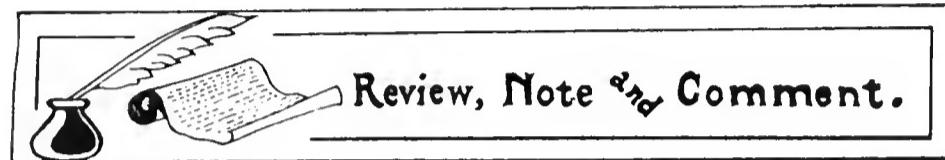
The second purpose is more serious and more closely united with the work of the Mount Pleasant Press. Every

grove of an evening to see how the Lue Gim Gongs are ripening; nor can he at the same time snap the new variety of Darwin tulips just at their prime, in the north. A whole regiment of workers could not adequately cover the field. In such a dilemma it is easier to bring the country to the man, for although Florida's climate will not come to Pennsylvania, a very large number of places may be duplicated and the corresponding trips avoided.

In the Breeze Hill gardens nearly ideal conditions exist. Each variety of plant is consulted for its own particular kind of environment, resulting in an exceedingly pros-

perous family. When a "portrait" is to be taken, the most advantageous time may be chosen, the photographer and artist summoned, and exact data as to form and color secured. The records of "General Jack" are carried less than a mile to the Mount Pleasant Press, and the following spring he is reincarnated in all his former splendor.

The people of the Press have a beautiful garden closely allied to their work, the J. Horace McFarland Company finds its pictures near at hand, and the nurseryman or seedsman has a trial ground which enables him to place the season's novelties in his catalogue easily and accurately.



Mr. D. S. Lake, President of the Shenandoah Nurseries, Shenandoah, Iowa, is now in the east on a business and pleasure trip. He expects to visit his native state, New Hampshire.

Paul Shokof, who has been in the United States for the last year or so studying American horticultural conditions, is returning to his father's nurseries in Tashkent, Russia. Mr. Shokof called at The National Nurseryman office previous to sailing. He takes back with him much valuable information pertaining to his business obtained while in this country.

Nurserymen and horticulturists in Texas are working to arouse interest in the establishment of an arboretum and botanic garden, with a view of getting together all the plants and trees that are native to Texas. It is a splendid idea and worthy of success. Texas is such a large state and has such a varied climate that such a garden, properly handled, will be of incalculable educational value.

"The Nurseryman and Seedsman" publish a note in connection with the trees of Paris, giving the recent tree census. The total number of trees in the French capital are 86,000, 26,000 of which are Plane trees, 16,000 Horse Chestnuts and 14,000 Elms.

The same source gives a note on the old trees of New Zealand. The Kauri Pine, which was discovered in New Zealand in 1772, by the explorer Marion du Fresne, has, according to botanists, a long and honorable lineage. One specimen growing at Mercury Bay with a trunk 24 feet in diameter, is said to be 1,300 years old, while another,

at the Mangnui Bluff, 66 feet in circumference, has nearly as many years to its credit.

Mr. H. R. Francis, Assistant Professor of Landscape Engineering in connection with the Forestry Extension work carried on by The New York State College of Forestry at Syracuse University, spent seven weeks making a study of the street tree conditions in Greater New York City. This work was done in co-operation with the Tree Planting Association.

As a result of this study he has made a very complete report of recommendations that will put this important work on a good established basis. An extract from the report reads as follows:

#### EDUCATIONAL—SECTION II.

A municipal nursery, which should be established probably on Long Island, where the soil and location would be most advantageous, should be under the control of the Bureau as a whole. One municipal nursery could easily serve all the boroughs. This municipal nursery could be put in charge of a trained arboriculturist, with special experience in nursery work. A nursery of about 100 acres would serve the purpose of supplying trees for the Forestry work of the entire city. The establishment of a municipal nursery is very essential as it would seem:

- (a) Availability of material for the planting in every borough.
- (b) High quality of trees.
- (c) Trees for special purposes and places could be grown to advantage.
- (d) Cheapness of production."

Why the municipalities should wish to enter into competition with the nursery business and no other it is rather difficult to understand and if the city should establish a nursery for the purpose of furnishing the streets and parks it practically amounts to this. It is open to question whether 100 acres would supply the trees for the forestry work of greater New York. It is also open to question whether they would be a higher grade than those purchased in the open market or that they would be more suitable varieties or cheaper.

The report on the whole is good and working along the right lines as it aims to bring the question of the street trees under one definite head, with a suitable bureau of management, but the suggestion to support a nursery out of the taxes to compete with a legitimate business does not sound equitable nor does it promise a saving to the municipal government.

#### "THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR MAY, 1914, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	MAY—				ELEVEN MONTHS ENDING APRIL—					
	1913		1914		1912		1913		1914	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
<b>Plants, trees, shrubs and vines:</b>										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage	42	774	124	2,534	216,152	1,718,746	288,629	1,823,198	216,071	2,091,142
M....dut...						24,820		5,793		14,693
All other.....{ free .....	102,888	2,386	109,922	1,237,040				1,357,570		1,456,274
Total.....{ dut.....	106,048	115,363				2,980,606		3,186,561		3,562,109

## FROM THE NEW YORK AGRICULTURAL EXPERIMENT STATION

### A COMPARISON OF TILLAGE AND SOD MULCH IN AN APPLE ORCHARD.

*By U. P. Hedrick.*

Summary of Bulletin No. 383.

This is the third account of studies by the New York Agricultural Experiment Station to determine whether the apple thrives better under tillage or in sod. The first account was published in Bulletin No. 314, 1909; the second in Bulletin No. 375, 1914.

The experiment of which this Bulletin is a report was begun in 1903 in the orchard of Mr. W. D. Auchter, near Rochester, New York. In this orchard are nine and one-half acres of Baldwin trees, 40 feet apart each way, set in 1877. Of these, 418 are in sod, 421 under tillage.

The Auchter orchard was chosen for this experiment because it was uniform in soil and topography and quite typical of the apple lands of western New York. The land is slightly rolling and is a fertile Dunkirk loam, about ten inches in depth, underlaid by a sandy subsoil.

The tilled land was plowed each spring and cultivated from four to seven times. The grass in the sod plat was usually cut once, sometimes twice. In all other operations the care was identical.

The experiment is divided into two five-year periods. During the first period the orchard was divided in halves by a north and south line, during the second period by an east and west line. One-quarter of the orchard, then, has been tilled ten years; another tilled five years and then left in sod five years; the third quarter has been in sod ten years and the fourth quarter in sod five years, then tilled five years.

The following is a statement of results:

The average yield on the plat left in sod for ten years was 69.16 barrels per acre; on the plat tilled ten years, 116.8; difference in favor of tilled plats, 47.64 barrels per acre per year.

The fruit from the sod-mulch plats is more highly colored than that from the tilled land. The sodded fruit matures from one to three weeks earlier than the tilled fruit.

The tilled fruit keeps from two to four weeks longer than the sodded fruit; it is also better in quality, being crispier, juicier and of better flavor.

The average gain in diameter of the trunks for the trees in sod for the ten years was 2.39 inches; for the trees under tillage 3.90 inches; gain in favor of tillage 1.51 inches.

The trees in sod lacked uniformity in every organ and function of which note could be taken. The uniformity of the trees under tillage in all particulars was in striking contrast.

The grass had a decided effect on the wood of the trees, there being many more dead branches on the sodded trees and the new wood was not as plump or as bright in color.

The leaves of the tilled trees came out three or four days earlier and remained on the trees several days longer than on the sodded trees. They were a darker, richer

er green, indicating greater vigor, were larger and more numerous on the tilled trees.

The average cost per acre of growing and harvesting apples in sod was \$31.73; under tillage \$83.48; difference in favor of sod \$31.73. Subtracting these figures from the gross return leaves a "balance" per acre for the sodded plats of \$74.31; for the tilled plats, of \$140.67, an increase in favor of tillage of \$66.36. For every dollar taken from the sodded trees, after deducting growing and harvesting expenses, the tilled trees gave one dollar eighty-nine cents.

The effects of the change from sod to tillage were almost instantaneous. Tree and foliage were favorably affected before mid-summer of the first year; and the crop, while below the normal, consisted of apples as large in size as any in the orchard, the falling off in yield being due to poor setting.

The change for the worse was quite as remarkable and as immediate in the quarter of the orchard turned from tillage into sod; the average yield in this quarter was not half that of any one of the other three quarters.

The use of nitrate of soda in the sod plats greatly increased the vigor of the trees and was a paying investment, yet for the five-years period they bore but a trifle more than half as much as the tilled trees.

The very marked beneficial on the sodded trees of ground adjacent under tillage teaches that not only should apples not be grown in sod but that for the best good of the trees there should be no sod near them.

Only in the amount of humus and nitrogen has the soil been appreciably changed by the two treatments. The quantities of humus and nitrogen in the plat tilled ten years are so much greater that it is safe to assume that the tillage and cover-crop treatment conserves humus and nitrogen better than the sod-mulch treatment.

Grass militates against apples growing in sod in several ways which act together, as:

- (1) Lowering the water supply,
- (2) Decreasing some elements in the food supply,
- (3) Reducing the amount of humus,
- (4) Lowering the temperature of the soil,
- (5) Diminishing the supply of air,
- (6) Affecting deleteriously the beneficial micro-flora,
- (7) Forming a toxic compound that affects the trees.

General statements are:

Sod is less harmful in deep than in shallow soils.

There is nothing in this experiment to show that apples ever become adapted to grass.

Sod may occasionally be used in making more fruitful an orchard growing too luxuriantly.

Other fruits than the apple are probably harmed quite as much or more by sod.

The effects of grass occur regardless of variety, age of tree, or cultural treatment, and are felt whether the trees are on dwarf or standard stocks.

Because of their shallow root systems, dwarf trees are even more liable to injury from grass than standards.

Hogs, sheep or cattle pastured on sodded orchards do not overcome the bad effects of the grass.

Owners of sodded orchards often do not discover the evil effects of the grass because they have no tilled trees with which to make comparisons.

It is only under highest tillage that apple trees succeed in nurseries and all the evidence shows that they do not behave differently when transplanted.

Grass left as a mulch in an orchard is bad enough. Grass without the mulch is all but fatal—it makes the trees sterile and paralyzes their growth. It is the chief cause of unprofitable orchards in New York.

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## WHERE ARE YOUR TREES GOING?

*Paper read by Jefferson Thomas, Jacksonville, Fla., at the Cleveland Convention.*

The genial chairman of the program committee was given my topic as "Where Are Your Trees Going?" The printed program makes it "Where Are Our Trees Going?" There is a distinction with a difference but just the same I appreciate the implied compliment.

Probably most of you know where your trees are going, as regards their geographical destination, but in the broader sense of relation to the position they will take in the profit and loss accounts of the persons who plant them, I fear that the best they can say for themselves is: "We don't know where we are going, but we are on our way."

It is to this broader phase of the question of where your trees are going, involving not only the elements of quality that will enable them to produce bountiful crops but the conditions which will make this production profitable to the orchardist, that I would call your attention in particular this good day. It seems to me that the importance of candid consideration of this subject is greater now than at any time during my twenty-one years association with the nursery business from the selling side.

The careful manufacturer takes a long look ahead in his calculations as to probable and potential demand for his product before he increases the capacity of his plant, even though it may be inadequate to meet the present call for his goods. Some nurserymen have learned to apply the same principles in making their business plans for the future, but far too many of them, in my judgment, occupy much the same attitude to the matter of knowledge of the trade they may expect five, ten, fifteen, twenty or twenty-five years hence as did the country boy to the calf which was dragging him down the road.

It must be admitted that many uncertain elements enter into the question of what will be the demand of the future for trees of any kind. The old order of things is changing rapidly, just as much in agricultural and horticultural operations as in political circles. But practically every other branch of business endeavor is confronted by equally as much uncertainty, in any effort, to forecast the future. I am not willing to admit that nurserymen have any less capacity to solve the problems of the times than is possessed by business men in other lines.

It must be apparent to even the most superficial observer of the situation that as better methods of farming and orcharding are adopted more of the trees sold by nurserymen will go into active and maximum production than formerly was the case. It must be almost equally apparent that under present conditions of marketing there is grave danger of over-production with certain

standard fruits, even though millions of possible consumers of these fruits will remain unable to get them at proper prices. I use the term "over-production" in this connection because it is common vogue; the real trouble will come through insufficient distribution and unscientific selling methods.

In other words, your trees are going into a production, that as matters now stand with reference to the handling of the fruit can hardly be profitable to the grower. It is in the inevitable conclusion that in proportion as this condition is attained, demand for nursery stock will drop off. To my way of thinking, it is not necessary to let this state of affairs come to pass. As much fruit as possibly can be grown in the United States during the next fifty years may be disposed of, at prices which will give a profit on its production to the grower who operates in a business-like and scientific manner and yet be fair to the consumer and help to restore the proper relations between incomes and the cost of living.

As the folks who above all others are vitally interested in the working out of the problems which have been mentioned, nurserymen have it very largely within their power to determine the future of their business. They can know with a reasonable degree of certainty where their trees will be going, not only next year but for many years to come, if they will but get busy early enough and aggressively enough. To a man up a tree on the commercial highway which to-day is traveled by the nursery interests of America, it looks very much as if the forks in the road were just over the hill. If the nurserymen of America prepare themselves to take one of the routes which will be open to them when this point is reached, they may make their business bigger and broader and greater than ever it has been before—commanding for itself the respect of the commercial world and an established position among the great industrial factors of the coming years. Should they not prepare themselves to travel the road that leads to this success, theirs will become increasingly a business of broken hopes, of buried ambitions and of dreams that came not true.

To-day all success is founded on service. One of the most active organizations of business men, with branches in practically every important city, has as its motto,—"He profits most who serves best." Long years ago Lord Lytton expressed the same thought more poetically in his famous expression, "Who seeks for aid must show how service sought can be repaid." In selling science there has developed the highest form of the service idea. Whether a man has for sale a ten cent tin cup or a ten thousand dollar touring car, he must show wherein what he has to offer will give greater service to the purchaser than something else at the same price before he can put over the transaction. But the mere demonstration of the superior service rendered in supplying a need already known to exist is not the culminating achievement of modern selling methods. More and more of these are devoting great energy to educational work in the creation of demand for comforts or necessities not heretofore regarded as essential to human happiness. The highest form of scientific salesmanship is that which looks ahead far enough to see the things for which a demand may be developed through the proper education of the people as to the benefits to be derived from the use

thereof, proceeds with endeavor in the direction of such education while it is preparing to supply the article that will serve the need when this has come to be generally recognized.

The nurserymen of America have as great an opportunity in this field as is possessed by any other line of business—in fact they have a far less difficult task than obtains in most lines of industry as regards the creation or development of demand for the products of the trees which they sell through which will be maintained and increased the demand for the trees themselves. There is no worthy fruit grown anywhere in the United States that could not be made to have a sale per capita of from two to ten times that which now exists, if the American public were properly educated as to its health and food value. Along with such education should go equal effort in bringing about the adoption of methods of distribution and marketing that will enable fruit growers to supply all demand that may develop with due regard for their own interests and proper protection of the consumer as to price and quality. If the nurserymen here assembled and their associates in the business who are not represented in this convention, wish to establish their avocation upon solid and substantial foundations for all the future they can do it through the adoption of plans by which the American nation will become essentially a fruit eating people. Educate the people to the fact that fruits should be just as liberally used in every home as grains and meats, standardize the prices of fruit to as nearly as possible the same degree as those which obtain with meats and grains, arrange for a distribution of fruits that will put them on the markets when and where needed, and no nurseryman in this country need worry as to where his trees will be going at any period within the lifetime of even the youngest man now engaged in the business.

I am not talking mere theory. The crisis which I believe is approaching in the nursery business of the whole country was reached in Florida several years ago.

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**Root Knot**—E. A. Smith, Lake City, Minn.

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## STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.  
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**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.  
**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Rose-acres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.  
**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.  
**New England Nurserymen's Association**—President, Harlan P. Kelscy, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.  
**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.  
**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.  
**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaup, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.  
**Pacific Coast Association of Nurserymen**—President J. Vallance, Oakland, Cal.; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.  
**Pennsylvania Nurserymen's Association**—President, Wilmer W. Hoopes, West Chester, Pa. Sec., Henry T. Moon, Morrisville, Pa.  
**Southern Nurserymen's Association**—President, J. R. Mayhew, Waxahachie, Texas; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, August 26 and 27th at Signal Mountain Inn, Chattanooga, Tenn.  
**Tennessee Nurserymen's Association**—President, Chas. Pennington, Rutherford, Tenn. Secretary, G. M. Bentley, Knoxville, Tenn.  
**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.  
**Western Association of Nurserymen**—President, W. S. Griesa, Lawrence, Kansas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December. Next meeting December 9 and 10th, 1914, at Kansas City, Mo.



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## EDWAIN C. PIERSON.

Edwin C. Pierson died at Clinton, Michigan, where he was staying as the guest of his sister. Mr. Pierson was the pioneer nurseryman of Seneca county and for over forty years was engaged in the business, at which time he owned two large farms just north of Waterloo, the business being known as The Maple Grove Nursery Company.

About ten years ago he disposed of his farms and removed to Omaja, Cuba, where he was connected with a similar business, raising grape fruit, oranges and other fruits. On account of failing health he came North about two months ago, in hopes of returning in a better physical condition.

He was 77 years old and leaves one daughter, Miss Carrie Peirson, and one son, Frank Peirson, of Omaja, and one brother, Charles W. Peirson, of Waterloo; three sisters, Mrs. Elizabeth Cranston, of Omaja, Cuba; Mrs. Harriet Peck, of Geneva, and Mrs. Edgar Larzalere, of Clinton, Michigan.

## C. H. LEVIN LEAVES LORD & THOMAS.

Carl Hugo Levin, formerly connected with the copy staff of Lord & Thomas, Chicago, has resigned to become advertising and sales manager for the William P. Stark Nurseries, Neosho and Stark City, Missouri.

Mr. Levin was at one time advertising and sales manager of the Texas Orchard Development Company, of Houston, Texas. The advertising of the William P. Stark Nurseries will hereafter be placed by Mallory, Mitchell & Faust, Chicago.—"Printers' Ink," June 25, 1914.

## A CORRECTION.

In our last issue we (or rather the printer) got the legends under the illustrations mixed. Every nurseryman knows how serious a thing it is to wrongly label a tree but when the nurseryman himself is wrongly named it becomes almost a crime, especially with such well known and popular gentlemen as John C. Chase and H. F. Hillenmeyer so we ask their indulgence.

The gentlemen in the automobile on page 247 is H. F. Hillenmeyer, John C. Chase being in a similar picture on page 252.

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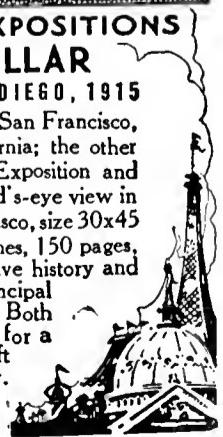
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INCORPORATED 1902

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ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

**The Official Organ of the American Association of Nurserymen**

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to  
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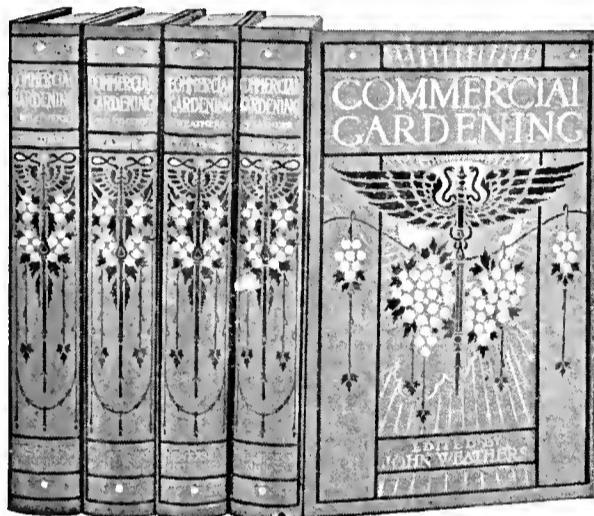
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16,000 Duchess	1,200 King
3,000 Early Harvest	28,500 M. B. Twig
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13,000 Grimes' Golden	270 Opalescent
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270 Hyslop	600 Rambo
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2,400 King	870 Rome Beauty
2,500 Lowry	50,000 Stayman
45,000 McIntosh	200 Smith's Cider
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51,000 M. B. Twig	370 Spitzenburg
1,000 Nero	6,000 Stark
2,500 Newtown Pippin	200 Strawberry Chenango
6,000 Northern Spy	150 Summer Hagloe
1,300 N. W. Greening	150 Sweet Bough
1,200 Paradise Winter Sweet	2,000 Wealthy
4,500 Red Astrachan	600 Williams' Early Red
20,000 Rome Beauty	7,200 Winesap
19,000 R. I. Greening	2,600 Wolf River
2,600 Spitzenburg	180 Yellow Belle
5,600 Stark	2,000 Yellow Transparent
80,000 Stayman's Winesap	2,700 York Imperial
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10,700 Wealthy	
15,700 Winesap	
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1,450 Ben Davis	90 Martha
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# THE NATIONAL NURSEYMAN



SEPTEMBER, 1914

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

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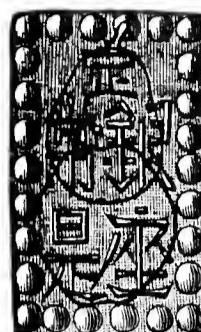
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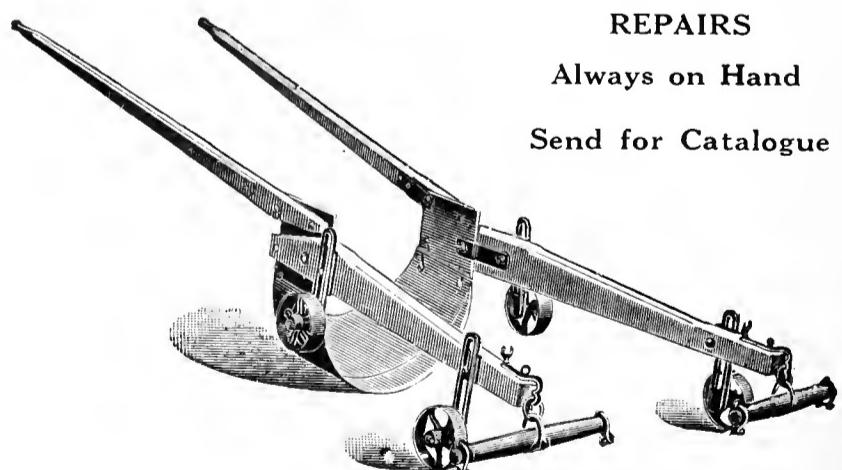
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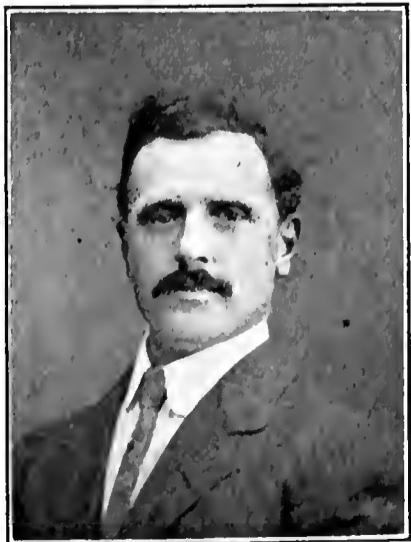
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National Nurseryman,  
Rochester, N. Y.

# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXII.

ROCHESTER, N. Y., SEPTEMBER, 1914.

No. 9.

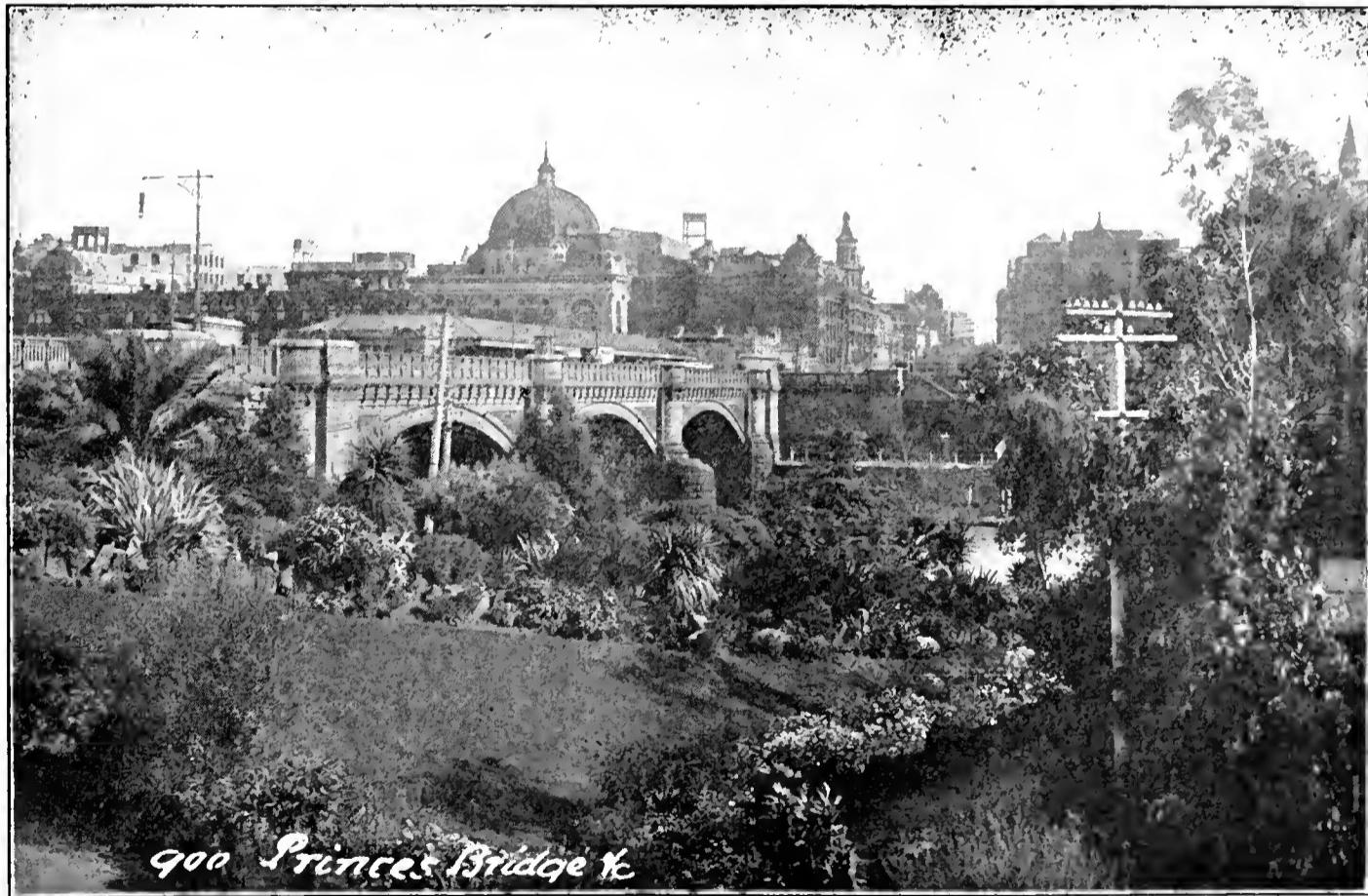
## MELBOURNE and SIDNEY, AUSTRALIA

Mr. James McHutchison Gives His Views and Impressions of His Native Country After an Absence of Twenty Years.

We are in Australia, where the trees shed their bark instead of their leaves, where the trees turn their sides instead of their flats to the sun, where the swans are black instead of white; the home of the kangaroo, the laughing jackass, and the Platypus, that strange combination of bird and animal that lays an egg, and suckles its young, has the bill of a duck, and the tail of a beaver, has fur instead of feathers, but no wings, front webbed feet of a bird, but hind paws with

other countries, and surpasses them in some features. Melbourne is only seventy years old, with a population of about 600,000 yet it covers with its suburbs quite as large an area as Chicago with over 2,000,000 inhabitants. This is due partly to the good suburban system of railroad,—soon to be electrified—, partly to the fact that nearly all residences are detached, with but one story, each home set in gardens. So they occupy much space.

All large Australian cities are noted for their fine pub-



900 Princes Bridge &c

Melbourne

claws of an animal, makes its hole on the land with the entrance under water. Australia is a geological age behind any other continent, yet the last to be inhabited.

This is my first return to Australia in twenty years, and during that time the two principal cities of Melbourne and Sydney have not only grown largely but have been improved in many ways, until now either of them compares favorably with cities of the same size in many

large buildings and the large areas devoted to public parks and gardens, especially is this true of Melbourne and Adelaide.

Melbourne has about thirty public parks with a total area of 5,500 acres, all kept in splendid condition. In this respect it surpasses, for its size, any city I have seen, as Americans. The telegraph system—also Government owned, is well managed and the rates reasonable, like-

wise the postal service. The telephone system is reasonably cheap, one can telephone to almost any point in suburban Melbourne for two cents, but the service is poor and inadequate, and personally I would sooner pay ten times more, and get proper service, of course all deficits in the operation of government owned utilities are covered by taxations.

The Australian bush is intensely interesting to a lover of nature. There are many birds indigenous to Australia, the laughing jackass, magpie, emu and black swan being the most noticeable. Most of the animals are marsupials, like the kangaroo, carrying their young in pouches. I saw six young wallabies (small kangaroos) in strolling through the bush one afternoon. The flora is varied and fine. *Eucalyptus* and *Acacias* predominate. There are many places where, for miles, the scrub is a sea of yellow blossoming *Acacias*, of which there are many varieties.

There are many beautiful homes around the principal Australian cities, each home set in its own garden. Even

point with pride to their beautiful cities, their young manufacturing industries, their large agricultural ventures, their natural resources, their beautiful bush scenery, their fine educational facilities, their homes, gardens, and open air free-from-care-life, but not being cosmopolitans or world travelers, they are rather sensitive of criticism. Practically all of their news of America reaches them via London or if direct from America, through English news agencies, and consists largely of records of accidents, murder trials and lynchings. When an Australian visits America, he usually does not appreciate our culture or our industry, he overlooks the comforts and conveniences of travel—largely because not being accustomed to them, he fails to use them—but he does remember the “awful expense,” consequently he knows very little of America and when he does visit en route to England, he leaves with a rather bad impression of everything American.

To briefly sum up the impression gained in a brief stay of six weeks, I would say that the average Austra-



*View in Botanical Gardens, Melbourne.*

ordinary homes of the workmen have beautiful gardens surrounding them. I doubt if there is any place in the world, not even excepting lower California, or the South of England, where the homes are surrounded by prettier gardens. Tree ferns such as *Dicksonias*, and *Alsophilas*, Palms, such as *Kentias*, *Phoenix*, and *Cocos* grow luxuriously outside, and all kinds of ordinary garden flowers, such as Roses, Chrysanthemums, and annuals bloom most profusely. This has an effect on the life of Australians, which is interesting to Americans. Their restaurants and hotels are few and away behind the times, as owing to the nice homes and lovely gardens surrounding them, the Australian prefers his home life, and uses the restaurants and hotels only when he travels and when he travels he expects to leave all home comforts behind him, and he surely does.

Australians are naturally proud of their country, they

lian is extremely courteous, and hospitable. The shops, though small are good, well set up and well managed. The business men will compare favorably with those of any country, in ability, resourcefulness and integrity. The cities are well laid out and are kept clean, but everything pertaining to government controlled public utilities is indescribably bad. The socialist government is the one blot on the country's bright surface, and if those of our people who are advocating government ownership of railroads, etc.; municipal ownership of telephones, etc., would but visit Australia and see their fine theories carried out in naked practice, I am sure they not excepting Buenos Ayres or Paris.

The street system of Melbourne is excellent and unique, large broad streets with narrow streets between, which are named Collins street, Little Collins street, Bourke street, Little Bourke street, etc. The streets are

paved with wooden blocks and are kept clean, the buildings are solid and of pleasing architecture, like most of the cities of Europe and South America, and are of almost uniform height, tall buildings are not allowed. Cable cars are used in the car system—trains they call them, the system and the service is excellent, though the fares are much higher than ours.

Australia is the political experiment station of the world, all railroads, telegraph and telephone lines are state owned and operated by the government. Both male and female adults have voted for the past twenty years.

The street car system of Melbourne—one of the few public utilities still under private ownership—will pass into municipal ownership within two years.

like Australia, with vast natural resources, this policy will continue for a time, but the end must come, they cannot continue to pay twenty per cent. dividends on six per cent. earnings.

The railroads throughout Australia are government owned and operated by a board of three commissioners, who are not responsible directly to the people, but to the ministry. Practically all suburban traffic is handled by the railroad, instead of interurban or trolley cars as with us. This Suburban Railroad service is good, fares reasonable, trains frequent, but the operation of the country trains is rotten beyond description. The trains are on the English system, first and second class compartment cars, cold and comfortless, there are no facilities for



*View in Botanical Gardens, Melbourne. Governmental House in Rear.*

Just at present the labor party dominates the political destinies of the country. It is labor unionism run amuck. The whole country seems overburdened with legislation, the proper functions of government are side tracked to enable labor unionism to regulate and throttle industry and business. The average Australian business man is progressive and aggressive quite as much as the average American, yet he is tied down by experimental laws. He can hire men, but the government decides, through the wages boards, what hours their men may work and what they shall be paid, also largely what work they shall do. Instead of the government providing that a given amount of money be paid for a given amount of work, it provides that the money be paid for time used, hence it follows that every man does as little work as possible for as large amount of money as possible. Few men do or can work longer than eight hours per day and the work done in those eight hours could in most cases be easily done in four hours. To a country

handling baggage and a railroad journey is one to be looked forward to with dread and prepared for days or weeks in advance. The service is slow, except on a few main trunk lines. It took seven and a half hours to go from Melbourne to Alberton, 132 miles. Melbourne to Emerald three hours, 32 miles. Melbourne to Moorooduc 33 miles, two hours. The average rate of fare is three cents per mile, first class—practically twice the cost of American railroad travel, which is luxury by comparison. The ticket seller is not obliged to furnish change, the comfort or convenience of passengers is not considered. No wonder the Australian travels only one-third as much would throw all their energy and enthusiasm against government ownership or operation.

In this installment I have not mentioned anything about Australian nurseries, or the large fruit growing industries, that will be the subject of the next letter.

JAMES McHUTCHISON.

(The third series of letters by Mr. McHutchison will appear in the October number of the National Nurseryman.—Editor.)

## FALL BEARING STRAWBERRIES

From the Nurseryman's Standpoint by L. J. Farmer, Pulaski, N. Y.

**T**HE parent of the fall bearing strawberries, that are now receiving so much attention, was originated, or rather discovered by Samuel Cooper, of Cattaraugus County, N. Y., in the fall of 1898. He called this variety the Pan American. From this variety, crossed with other kinds, have been originated all the fall bearing varieties of merit now before the public.

Mr. Cooper showed plants and fruit of the Pan American at the New York State Fair in September 1901 or 1902. I was talking with Mr. Cooper when a party of nurserymen from Rochester came along, including Mr. Horace Hooker. I remember that Mr. Hooker seemed interested and expressed the belief that the fall bearing strawberry would be a good thing to put out to the pub-

produce as many runners as the Americus. The Stand-Pat produces no more runners than Pan American.

Now in regard to fruiting capacity. The Americus is especially adapted to clay and other strong soils. It does quite well on any soil, but grows very large and fine on clay. It is not so productive as Francis or Progressive but is very beautiful and of the very finest flavor. It is safest to recommend of all the varieties. The Superb is a very beautiful fruit, but runs to vines too much the first year, and will bear but a little fruit unless the runners are cut. The berries are very large, regular in shape and look as if turned in a lathe. It is best show berry of them all, and the Francis the most productive. The berries are very large, irregular in



*Showing baskets of fresh picked Strawberries and vines full of blossoms in October.*

lie through agents if the plants could be propagated so as to be sold at a moderate price. When he learned that the Pan American produced hardly any runners, his spirits fell.

It is on this point of runner production that I want to speak freely. While the Pan American is a slow runner, and had to be divided to get new plants in any quantity, some of its seedlings are quite good runner producers. The Americus will produce as many runners as the Bubach strawberry and the Progressive will produce as many runners as the Sample, enough to satisfy anybody. They require plenty of fertilizing and good care to do this. The Francis will produce plenty of runners if the soil is made exceedingly rich. The Superb will produce more runners than the Americus or Progressive under most conditions. The Productive will

shape, reminding one of the Bubach or Edgar Queen, but have a fine gloss and are very attractive in the baskets, giving strangers the impression that the berries are made of wax. I always use the Francis for exhibition purposes at fairs and expositions. The Productive is inclined to produce a lot of fruit and it is fine in appearance in the spring but not so fine looking in the fall. The quality of Productive is only fair. The Progressive is enormously productive and the plants are healthiest of all. It will succeed under conditions where the others will fail, but the flavor of the fruit is inferior, especially when the weather is quite rainy. The color is dark red and the berries soon get very dark when exposed in market. The fall bearing strawberries all need to be picked and sold the same day or the day afterwards, in order to

bring the best results. The Stand-Pat is enormously productive but of poor color and flavor.

While fall bearing strawberries require much the same care as other strawberries, they differ from them in several ways. In the first place, they bear fruit in the fall of the first year that you set them out. I think it best to pick off all blossoms up to August 1st the first year and then allow the plants to fruit. You will get fruit about August 21st and from then on until winter, quantities of it. They bear fruit in the spring as well as in the fall and if well fertilized and cultivated, they will bear a good crop of fruit in the fall, after bearing the spring crop. Nurserymen will remember the fine berries that I showed at the Convention in June. The

frosts and the fact that plants cannot stand the winters. With the fall varieties, if one set of blossoms is killed in spring, another will soon appear and they will continue to appear all summer until a crop of fruit is produced, because the fall bearing strawberry is a continuous bloomer. The crop of fruit comes about three weeks after the blossoms. You can set out these varieties in the spring and be almost absolutely sure of a crop of strawberries some time during the season. The Francis is quite subject to winterkilling and it is our intention to practice annual strawberry culture with this variety. We will set the plants in April or fore part of May, give them good care and pick the fruit in the fall and only run the bed but one year. The next spring we



*Three children of L. J. Farmer crating Fall Fruiting Strawberries, October 20th, 1910.*

plants that bore these berries are now loaded with blossoms and green berries for the fall crop, but we have kept the cultivators and hoes going and plenty of commercial fertilizer has been applied.

I believe that fall bearing strawberries will eventually drive the common kinds out. You get the spring crop just the same as with other kinds and the fall crop is just so much extra.

One point that I do not wish to overlook is the value of their fruiting in the fall of the same year that you set them out. There are many sections that you cannot get a crop of strawberries on account of the spring

will take up what plants have withered and set them in a new place for a new bed, treating them just like any one year crop.

The fall bearing strawberry has the advantage of other fruits at the fall fairs and expositions. People turn away from the apples, pears, peaches and plums to gaze long at the strawberries produced at such an unseemly time. It is much like seeing peaches and plums in early spring. Fall bearing strawberry plants are great sellers through agents. We filled nearly 2000 orders for one firm last spring, all sold through agents.

## CONCRETE DRAIN TILE

THE nurseryman often finds it difficult to procure drain tile which will meet his needs.

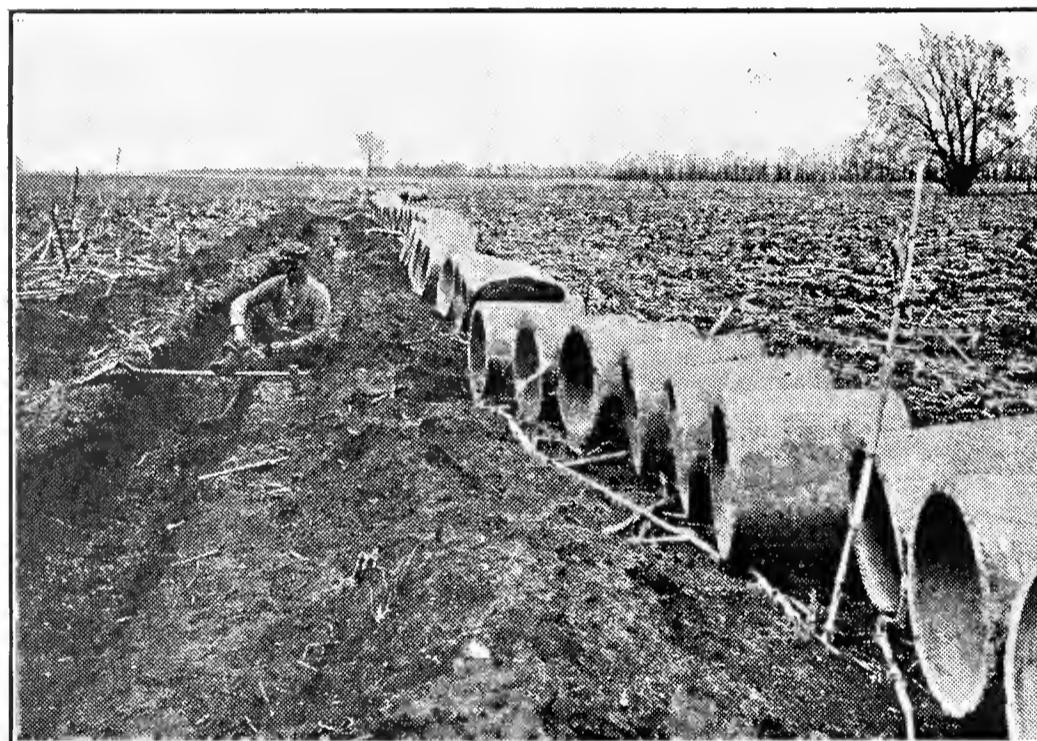
The ordinary clay tile has, in a majority of cases, to be shipped from some distant point, with consequent loss due to transportation charges and breakage. To overcome this difficulty cement-concrete tile are now being made where used. The owner of land is often fortunate enough to have an ample supply of sand and gravel, either on his own land or nearby. These two comprise the bulk of the materials used in the manufacture of concrete tile. For the smaller sizes it is not necessary to have gravel, as only Portland cement and sand are used.

A Portland cement of any standard brand will be suitable. The sand should be clean and coarse, with the particles well graded from fine up to  $\frac{1}{4}$  inch in size. If gravel is used for very large pipes, it should be clean and also well graded in size, the pebbles running from  $\frac{1}{4}$

they can be placed outdoors until used. In this way the required number will be ready for laying by the time the frost is out of the ground.

### MIXING THE CONCRETE

The first requisite for the proper mixing of concrete is a well-made mixing board or platform. This platform should be made of boards carefully matched, in order that good tight joints will result. This will prevent any waste of cement and water from leaking through. A mixing platform 10 feet square will be large enough for all ordinary purposes. It is well to nail around the outside of the board a strip 1 inch in height, which will prevent the concrete from working over the edges. The tools necessary for mixing are generally at hand on all farms. They consist of shovels, rakes and hoes, and one or two water buckets. It is convenient to construct a bottomless measuring box for measuring the sand and gravel. The size of this box is determined by the proportions to



*Cement Tile Ready for Laying*

inch to  $\frac{3}{4}$  inch in diameter. When only cement and sand are used the concrete should be mixed in the proportion of 4 part Portland cement to  $2\frac{1}{2}$  or 3 parts sand, measuring these materials by volume. For measuring purposes it is safe to assume that 1 bag of cement is one cubic foot. In very large sizes of pipe where gravel can be used, the concrete should be mixed in the proportion of 1 part Portland cement to 2 parts sand to 4 parts gravel. For most farmers a simple hand-mold for making pipe will be sufficient. These hand-molds are inexpensive and turn out pipe quite rapidly when properly operated. The molds consist of two cylinders of sheet iron, one set within the other. The inside cylinder is collapsible and the outside cylinder can be removed in sections. When hand-molds are used it is good practice to make up the tile during the winter, doing the mixing and placing of the concrete indoors, where there will be no danger of freezing. After the tile have become well hardened, say in about two weeks or one month,

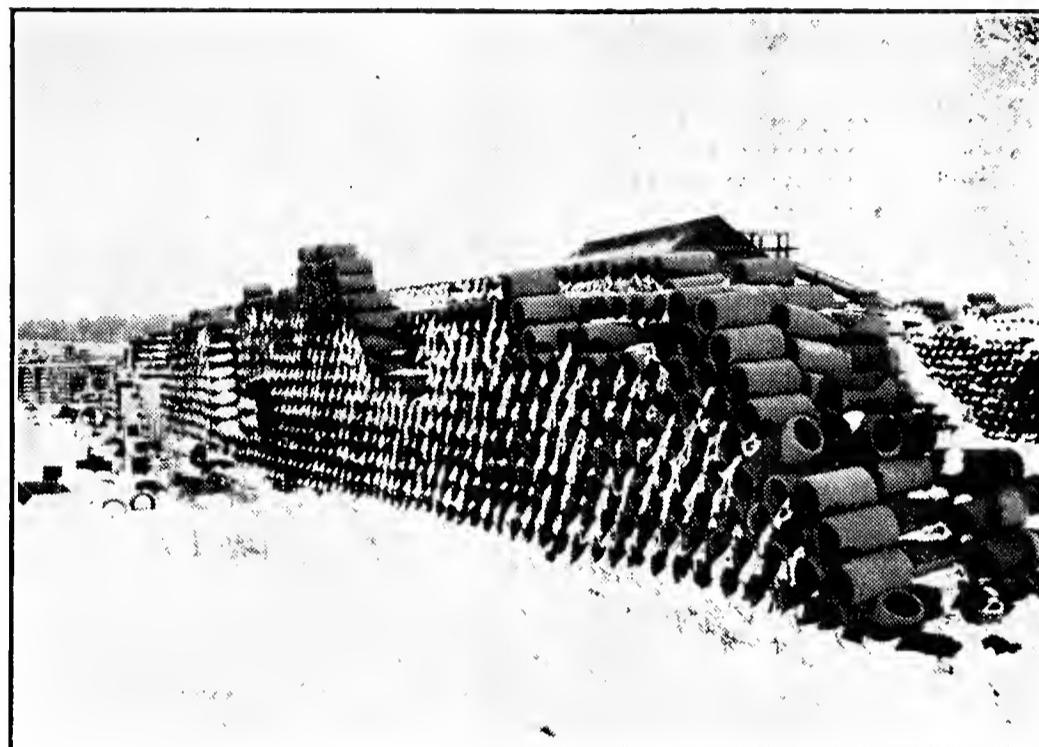
be used. For a mixture of 4 part cement to 3 parts sand, the measuring box should contain 3 cubic feet. The sand and cement should be thoroughly mixed in the dry state, so that no streakiness or unevenness of color can be seen. When this is accomplished the water should be added, taking care that too much is not applied at first. The mixture should then be turned and mixed until a paste of even consistency results. For use in tile work the concrete should not be too wet. It should be what is called a dry mix. This dry mix is used so that the fresh concrete will hold its shape when the molds are removed.

### MAKING THE PIPE

Before starting to mix the concrete the molds should be set in place on a level and solidly supported board platform. In setting up the molds the directions contained in the printed matter accompanying them should be followed. The surfaces of the molds which come in contact with the concrete should be well oiled with a

heavy lubricating oil, which will prevent the fresh concrete from adhering to the iron. Deposit two or three inches of concrete in the molds and then commence the tamping. This tamping is accomplished by a long-handled tamper furnished with the molds, and so designed as to pass easily between the inner and outer mold. Continue depositing and tamping the concrete until the mold is full. Be careful to fill the mold gradually. If half filled with concrete at the start and then tamped this will not result in a strong and uniform pipe.

burlap or rough cloth. Keep the covering moist. The pipe should not be allowed to dry out for at least one week. It will be found that this "curing" will add greatly to the strength and durability of the pipe. After thorough curing the pipe can be removed to the storage place. They should not be roughly handled, however, until one or two months of age. During the winter time it is best to protect the tile from freezing temperature until one month after making. Hand-molds may be obtained for making either plain straight pipe or pipe with



*Cement Tile Stored in the Open. Freezing Weather Does Not Affect Them*

The tamping should be done continuously from the time the first concrete is deposited until the mold is full. When the concrete reaches the top it should be struck off to a smooth even surface with a trowel or float. As soon as it is deposited and tamping is completed the molds can be removed. In doing this care should be taken to avoid jarring the fresh concrete, as this might result in the collapse of the pipe.

#### CURING THE PIPE

After the molds are removed the pipe should be allowed to rest undisturbed for 24 hours. They should then be kept wet by means of sprinkling or covering with

bell and spigot ends. Bell end pipe are somewhat more difficult to make. There are several machines on the market which run by power and which turn out tile in much larger quantities than can be done with the small hand-molds. These machines are costly and would be necessary only where the quantity of pipe would be sufficiently large to warrant the extra expenditure.

In conclusion, success in this undertaking, as in every other form of concrete construction, depends upon the selection of proper materials and careful and thorough workmanship.

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in the nursery rows, but to bed them in cold frames or where they can be protected, shaded and watered the first year until well established and a root system developed.

The seed should be sown in April as soon as the ground is in good condition for working. Prepare it thoroughly by deep digging and thoroughly pulverizing the soil. If the soil is of a clayey nature that will bake hard when dry add sand liberally, well rotted cow manure or leaf soil. Do not more than barely cover the seed. Provision must be made to shade the bed and keep it moist.

The seed usually germinates in two or three weeks but the plants do not make much growth the first year so will not be ready for transplanting for two or three years after sowing.

#### Answers to Correspondents

Will you kindly inform me when and how Hemlock Spruce should be sown? How long does the seed remain in the ground before sprouting?

A. E. W.

Hemlock spruce seedlings grow wild so abundantly in many localities that nurserymen find they can buy collected stock cheaper than they can raise the seedlings and this custom is pretty generally followed. It is usually not wise to plant the collected seedlings right out

# The National Nurseryman

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THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.

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Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

Official Journal of American Association of Nurserymen

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance.....\$1.00

Six Months ..... .75

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Six Months ..... \$1.00

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should reach this office by the 20th of the month previous to the date  
of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by the  
Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Flourtown, Pa., and should be mailed to arrive not  
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Entered in the Post Office at Rochester, N. Y., as second-class matter.

Rochester, N. Y. September, 1914.

## THE NURSERY TRADE AND THE WAR

The suddenness with which  
war came in Europe and the  
close commercial relations  
between the warring coun-  
tries and the United States, has created a condition so  
confusing that no one is able, even approximately, to  
forecast the effects on trade conditions in this country.

We cannot help but think with concern of the approaching bulb season, nurserymen and seedsmen with their expensive catalogues on the press with no assurance that the bulbs will be available, florists whose business it is to import and force the decorative plants for Christmas and Easter, such as *Azaleas*, *Rhododendrons*, etc. The nurserymen who depend on Europe for their ornamental and fruit stocks and the seedsmen for so many kinds of both vegetable, flower and agricultural seeds, all help to create a condition of uncertainty and doubt.

While assuring reports have been received from Holland that bulb growers expect to be able to ship and that the high seas will be open to traffic, conditions do not warrant putting too much faith that everything will arrive in good shape.

Even if the shipments of bulbs between Holland and America are possible, how will it affect prices? Presumably most of the European countries will not use many bulbs this season so the only market will be the United States.

The effects of the war on the supply of seeds, fruit and ornamental stocks from Europe will be felt longer and have more far reaching effects on the nursery business.

Whether it will be to the ultimate good of the American nursery, seed and florist trade will largely depend upon ourselves. Every business man knows how hard it is to get back trade that has been once lost if the market is being supplied from other sources and once America starts growing her own stocks instead of importing from Europe, Europe will lose a trade that America will gain.

There is no doubt that many importing houses will be hit hard and there will be much worry until things adjust themselves to the new conditions, yet out of it all one can only see ultimate good to the nursery business in this country, however disastrous it may prove to the countries at war.

The slogan for the present should be "Propagate! Propagate!"

## INERTIA IN THE BUSINESS WORLD

If the present dullness were from real causes there would be some excuse for the pessimists and calamity howlers. Just because all times are not boom times and inflation of values is not going on all the time there is no need at least for the nurserymen to become despondent.

His stock in trade takes time to produce and now is the time to keep the propagating beds going and the harrow in the nursery rows.

It is true the tariff, the war and other causes have sadly disturbed things and it will take a little time for adjustment to take place, but all signs, as the astrologist would say, look very favorable for the nursery business.

Crops are good, the country has unlimited resources, the war has stopped imports and will be the cause of interfering with travel to Europe so that Americans of wealth will stay at home, their interest centered in something else, and why not in their own gardens and grounds. It really looks as if this was our golden opportunity if we only would take advantage of it.

There is every prospect that the demand for nursery products will increase for the next few years and the supply from foreign sources will be much diminished.

## CO-OPERATION

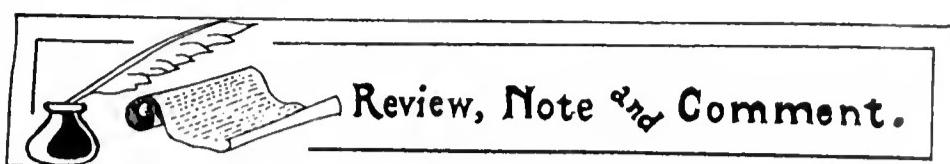
How many people who have ground upon which to plant know that this is planting time?

What efforts are the nurserymen making collectively to make this fact known?

The individual nurseryman is doubtless doing his best to advertise his business, but what is needed is a co-operative campaign of advertising or rather education of the public.

People need telling and their interest arousing. No one man can do it, but if all the nurserymen were to unite in a given locality, they could greatly enlarge their market.

If "Now is the time to plant evergreens" were seen in the street cars, bill boards, daily press, and other mediums of publicity, there would be more evergreens planted, and the nurseryman's business would increase.



Accept our compliments for the August issue of the "Nurseryman;" Rev. Mr. Harrison's article must be an inspiration to every true nurseryman.

From present indications next season will be good in this valley. Money has been very tight and the local nurserymen are having a hard time collecting for stock sold the past season.

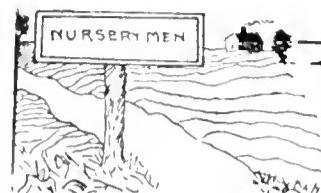
Yours very truly,  
EDWARD J. HELSLEY & Co.

The *Hydrangea arborescens grandiflora* is winning its way into the front ranks of popularity and will soon be grown and sold in as large quantities as *Hydrangea paniculata grandiflora*. It is undoubtedly a good thing.

It is now possible to have *Hydrangeas* in flower all the summer. Beginning with *H. Japonica* and varieties in the spring these are followed by the subject of this note and the well known *Hydrangea paniculata grandiflora* takes care of the fall until frost.

It is a little confusing to try and explain to customers about the different kinds and for this reason the popular name "Hills of Snow" for *H. arborescens grandiflora* is a good one and should be adhered to.

Professor L. H. Bailey's new Standard Cyclopedia of Horticulture says "The time of year for moving (evergreen) trees is of minor importance. It is over emphasized by purchaser, landscape architects, and nurserymen and results in heavy financial loss to nurserymen in congesting sales and their own planting in the short spring season. It greatly lessens the total amount of planting needed for forest, shelter belt, landscape, fruit, and other economic purposes. A nurseryman may plant all the year. Evergreens may be taken up with a ball of earth even in May and June. The new growth may curve down. After June 20th the Spruces and after July 10, the pines are firm enough not to wilt. August and September sales are just as successful as April. The ground is warm and the roots grow rapidly; the ground can be made moist. Weather in September is less dry than in May and June."



## Business Movements.

The E. Maudlin Nursery Co., formerly of Bridgeman, Mich., are now located in South Bend, Ind.

G. A. Miles, of Laeeyville, Pa., has started in the nursery business. Planted 40,000 apple trees last spring.

Edward J. Helsley, one of the best known of the younger nurserymen of the Southwest, has purchased the nursery stock and equipment of the Orangewood Nursery Co., at Phoenix, Arizona. The nurseries are the largest in Arizona: in the past citrus trees have been the principal output, but Mr. Helsley plans to engage in a general nursery business. In the future the business will be conducted under the name of Edward J. Helsley & Co. Address Box 1175, Phoenix, Arizona.

## BOOK REVIEW

### MANUAL OF FRUIT INSECTS

The MacMillan Company, 66 Fifth avenue, New York, are publishers of a work by Slingerland and Crosby, edited by L. H. Bailey, under the above title.

With such a book available there is no need for the fruit grower's or orchardist's crop failing on account of insects.

It is fully illustrated and arranged in such a way that anyone who can read should be able to identify the pests, learn their life history and how to combat with them.

Simplicity and thoroughness has evidently been the key note of the authors.

It is a book of 503 pages, the price being \$2.00.

A similar work dealing with fungus and other diseases of fruits would leave the fruit growers nothing to be desired in the way of fruit pest literature.

### "THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR JUNE, 1914, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	JUNE—				TWELVE MONTHS ENDING JUNE—					
	1913		1914		1912		1913		1914	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>Plants, trees, shrubs and vines :</b>										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage										
M.....dut...	17	109	67	997	216,159	1,718,839	288,646	1,823,307	216,138	2,092,139
.....			54	2,273	.....	24,825	.....	5,847	.....	16,966
All other.....{ free....	19,860		31,629		1,251,365		1,377,430		1,487,903	
Total.....{ dut...	20,023		34,899		2,995,029		3,206,584		3,597,008	

## MID-SUMMER MEETING of the Texas Nurserymen's Association

**T**HE mid-summer meeting of the Texas Nurserymen at College Station, Texas, on July 27th and 28th proved very interesting. This convention is held each year in connection with the Texas Farmers' Congress, which is composed of about twenty Industrial organizations of the State, which have affiliated themselves under the organization of The Texas Farmers' Congress. The Congress has come to be a very formidable and effective agricultural force. Hon. H. E. Singleton, of McKinley, is president, Hon. T. W. Larkin, of Beaumont, is secretary.

The nurserymen held their meeting on the 27th jointly with the Texas State Horticultural Society, which is one of the oldest and most influential industrial organizations in the Southwest. Of this association Hon. J. H. Arbenz, of Sarita, is president, Prof. G. H. Blackmon, of College Station, secretary.

The opening address of the president of the Nurserymen's Association gave a review of the nursery conditions prevailing in the Southwest, which, on the whole, was optimistic, reciting the facts that while orcharding conditions are somewhat quiet, yet, they are sane and solid, and that there is a greatly increased demand for ornamental plantings, which offsets the decrease in orchard plantings. It was alleged that the nurseryman sets the pace in horticulture, it being his province to originate, discover, propagate and offer to the planters of trees and flowers those things most successful for the various sections. Besides the need of improved fruits for the orchardist, it is shown that one of the greatest tasks the nurseryman of the Southwest has now is to improve and increase the offerings to planters of ornamental stocks suited to Southwestern conditions.

The benefits of, and efforts to promote the new uniform inspection law was urged upon all Southwestern Nurserymen.

The banquet on the evening of the 28th proved the crowning event. This banquet was called by the Texas Nurserymen's Association for the purpose of considering the whole subject of the conservation of Native Texas Flora, and of such other flora from related sections elsewhere as shall be of advantage to tree planters, as well as consider the means to collect, domesticate, hybridize, propagate and make available such flora in the hope of greatly improving our Southwestern gardens and parks, and in pursuance of this work to inaugurate plans for the creation of a State Botanical Garden and Arboretum.

Committees of three each had been appointed by the Texas Nurserymen's Association, the Texas Horticultural Society, the Texas Florists' Association, the Texas A. & M. College, the Texas University, the Texas Experiment Stations, the Texas Department of Agriculture and the Texas Farmers' Congress. These committees and many other interested parties were present on this occasion, lively interest being manifested by all.

It is urged that there are thousands of valuable native flora in Texas, only a small part of which are being used,

and which, if collected and disseminated, would make our gardens here in the dry Southwest the peer of Eastern, or even of European gardens, such flora being far more satisfactory than many Eastern and European plants which have been used heretofore.

It is shown that a widespread interest already exists. One man, Mr. G. A. Schattenberg giving a list of sixty varieties or more of native flora which he has in cultivation, many others having a smaller number. A number of tentative offers of assistance in starting the work were made by our State institutions, and by others.

A resolution was passed by the Texas Farmers' Congress asking the State Legislature to establish a Texas Botanical Garden and Arboretum, and to appropriate ten thousand dollars annually for the work, to be administered by a board composed of the State Commissioners of Agriculture, the Chairman of the Extension Department of Texas University, the Dean of Agriculture A. & M. College, the Director of the State Experiment Stations, and one Nurseryman, chosen by the Texas Nurserymen's Association, who at this time is F. T. Ramsey, Austin, Texas.

A committee of five was appointed to devise ways and means for the advancement of this cause, F. T. Ramsey, Austin, Texas, is Chairman.

The regular annual meeting of the Texas Nurserymen's Association is to be held in September, place not yet selected. Jno. S. Kerr, Sherman, is president; J. M. Ramsey, Austin, is secretary.

### OPENING ADDRESS BEFORE THE TEXAS NURSERYMEN'S ASSOCIATION, COLLEGE STATION, TEXAS

*By Pres. Jno. S. Kerr, July 27th.*

**T**HE past fiscal year, which in nursery practice in the Southwest usually ends about May 31st, the new year beginning June 1st, has been what we may term a good year to the nurserymen of the Southwest. I am aware that many difficulties have had to be encountered and overcome. We have had excessive floods, followed by excessive heat and drought throughout the whole country. The peach belts and the citrus sections have suffered serious setbacks from late and excessive frosts, damping the general orchard enthusiasm, cutting off the demand for planting stocks, thus paralyzing trade in these lines. Apple orcharding too, has had similar reverses, resulting in excessive stocks on hand, low prices and other troubles. Add to this the general depression caused by short agricultural crops for a number of years past, and it would seem the nursery interests have done well to pull through without serious loss, and while some, especially in the citrus districts have sustained severe losses, from which they are recovering slowly, yet surely, taken altogether, Southwestern nurserymen are doing well. The country generally, is enjoying reasonable prosperity now, the banks are showing

healthy and ample deposits, and that largely by agricultural depositors.

There also is a spirit of outdoor improvement of homes, street ways, parks, cemeteries, etc., which is very noticeable and gratifying, so that altogether, the nurseryman may be said to be in good shape and reasonably prosperous. The past season's stocks were pretty well cleaned up with cash collections greatly better than in the two or three years previous.

Growing stocks too, are making up well, good grades being already assured at this time. As already indicated, while the orchard enthusiasm has quieted down from the high pitch of a few years ago, to a more normal and a saner basis, curtailing somewhat the demand for fruit trees, yet the growing interest in ornamental plantings is producing an increased demand for shades, evergreens, roses, shrubs and other ornamentals, balancing in a measure, the falling off in the trade for commercial fruit plantings.

#### AGGRESSIVENESS

It has been well said "The nurseryman sets the pace in horticulture." The nurseryman is the vanguard, so to speak, of the horticultural forces of our country. It is for the nurseryman to seek out, conserve and supply to the planters of our country those things which will best fill their needs. It is the nurseryman largely, who has taken note of the want of adoption of the old line of fruits, which were grown back in the older states, and it is he, who more than any other class of men, has discovered, propagated and built into our new horticulture, the North China, the Spanish and the Honey types of peaches. The Chieksaw, the American, the Japanese and the hybrid plums, the Oriental pears, the southern types of apples, the berries, the grapes, etc., the fruits which are especially suited to Southwestern conditions.

#### GREATER IMPROVEMENTS YET TO BE MADE.

And though much progress has been made towards improvement of our standard fruits, I feel we have not reached our goal. There are further conquests to be made in the interest of southern fruit growing. We need, for example, a yellow freestone peach for shipping north with the carrying and fine appearing qualities of Elberta, which exceeds that variety in flavor, and in hardiness of bloom, in short, more reliable in bearing. We need an Elberta with the quality of Champion, Mixon Free or Belle of Georgia, and the prolificness of Mamie Ross, Bessie Kerr or Salway; yes, we need a number of such varieties, one ripening with Early Wheeler, the best of the white fleshed varieties, another with Carman, another with Belle of Georgia, with our present Elberta, with Mixon, with Salway, thus covering the whole season. It is plain we have not yet reached the highest ideals in our peach lists, but that peach growing may be made yet more profitable by the creation, discovery and introduction of various varieties still further improved. The same holds good as to improvement of our plums, pears, apples, cherries, grapes, berries, and also our citrus fruits. This is largely the work of the nurserymen, assisted by the progressive orchardists of our country.

#### OUR ORNAMENTAL DEPARTMENT.

Here is presented an equally attractive field. There is if possible a greater need of improvement in the ornamental stock offered by our nurserymen to the ornamental planters of our rapidly developing country. We are just now emerging from our utilitarian stage to that of aestheticism. Our people are demanding beautiful homes, parks, cemeteries, etc., as well as good orchards. Much disappointment has been experienced, partly from want of proper knowledge as to management and care, but largely for want of the selection of proper varieties and classes of trees and plants. What is the trouble? Largely, the nurseryman is still keeping his eye on the East and Northeast, on the plants which grow luxuriantly in the Atlantic States; and on the fine catalogues of eastern nurserymen, most of which can but prove unadapted and utter failures in our dry western climate and on our rich soils. When will the nurserymen take lessons in this particular, not from our eastern nurserymen, but from the great Architect, the Master Propagator, our Great Creator? For thousands of years he has been propagating, planting, acclimating and offering for our adoption endless varieties of trees, shrubs and flowers, which seem to really enjoy and revel in our semi-arid conditions and which conditions really are so unfriendly to the native plants of the moister eastern sections. Look out in your ornamental blocks today, if you will, when after rather excessive rains we have a sudden drought with the sun's heat around one hundred in the shade, and the lesson is written plainly in the behavior of your plants. Here you may see the old eastern favorites scorching, crimping, actually perishing, such as *Hydrangeas*, Snowballs, *Azaleas*, *Rhododendrons*, *Kalmias*, Norway and Sugar Maples, *occidentalis* (or American Arborvitae), Norway and other spruces and thousands of other plants, while beside them under the same treatment and conditions, you will find a class which are healthy, vigorous, leaves green, flowers blooming with renewed freshness every morning, most of which are either of native Southern American origin, or selected from related sections elsewhere. I mention the *Spirreas*, *Ligustrums*, or Privets of southern types, Crepe Myrtles, *Chilopsis*, or Flowering Willow, *Poinciannas*, *Indigofera*, *Vitis Agnis Castus*, the *Sophoras*, both deciduous and evergreen, *Parkinsonia*, *Cedre Deodara*, *Magnolia Grandiflora* and others too numerous to mention. Texas alone is offering us a native flora, trees, shrubs, wild roses, perennials, bulbs, annuals, which are properly collected, would make our gardens equal to, or surpass, the gardens of the east. The greatest work before the nurserymen today is to collect, propagate and distribute our native flora.

#### STATE AID IS NEEDED.

The nurserymen of Texas have spent many thousands of dollars building and maintaining test orchards and grounds, carrying out this work of originating and testing new varieties. The work is an expensive one and should be supplemented and shared by our state experimental stations, or otherwise, and by trained experts at state expense. A Texas Arboretum and Botanical Garden are also needed. Our experimental stations should inaugurate the testing of all leading varieties of

fruits, covering a period of not less than ten years, showing results carefully prepared reports, at some central point, showing characteristic fruits, soils and climatic conditions. Also Texas must have a Botanical Garden and Arboretum for the conservation of our native flora and other flora found to be adapted to our requirements. Feeling the responsibility and need of this work, and the need of the co-operation and assistance of others interested, the executive committee of the Texas Nurserymen's Association has started a movement for the securing of these ends by appointing a committee, of which F. T. Ramsey is chairman, and is receiving the hearty co-operation of allied interests, viz: the appointment of similar committees by the State Horticultural Society, State Florists' Association, State University, State A. & M. College, State Experiment stations, State Agricultural department, and by public spirited men of the State, and especially by the press.

These forces are expected to meet at a banquet here tomorrow to discuss ways and means for the forwarding of these interests, and we have great hopes that much good will be done in this direction.

#### A UNIFORM INSPECTION LAW.

The American Association of Nurserymen and the American Entomologists' Association, by united efforts, have formed an ideal Inspection Law for nurseries, orchards, etc., which may be adopted by each of our states, and in that way bring out a practically uniform law in all the states. This would be a great thing for nurserymen and orchardists. This would do away with the great confusion, trouble and expense now caused by the great diversity of requirements of the widely different laws of the different states. Every nurseryman in Texas should write his representative at proper time to loan his influence to the enactment of this uniform law. This form is simple, businesslike, comprehensive and meets all necessary requirements. Our secretary can furnish copies.

#### A NEW RATE ON BALLED NURSERY STOCK.

The Texas Railroad Commission, and the railroads of Texas have recently granted greatly reduced rates on nursery stock shipped with heavy balls of earth attached, viz: a rate of 4th class on less than car lots and of class C on car lots. The tariff sheets of the railroads show fully the requirements and the rates. This is a very liberal concession, and means much, not only to nurserymen, but also to all planters as well, and when fully appreciated will work great transformation in the planting of much important nursery stock, such as citrus fruits, all which should be moved with balls of earth, and a large class of ornamental stock. The success of this movement is largely due to the Legislative Committee of the Texas Nurserymen's Association, Mr. Martin, of Griffing Bros. Company, proving most active and efficient.

#### BETTER ORGANIZATION NEEDED.

The nurserymen of Texas are suffering from much loss of the strength which comes through organization. The Texas Nurserymen's Association is fairly well organized, and is doing some good work, but this Association is handicapped because of the limited numbers who take and maintain membership in the organization. Texas

is a big state, an empire in extent and in resources. Our association, as now maintained, does not fully cover the field. We need support from every part of our state. Instead of thirty to fifty members, we should have three hundred.

We appeal to the nurserymen of our State to all take membership. No live progressive nurseryman, in Texas, Louisiana and Oklahoma, can afford to disregard the obligations, and deprive himself of the benefits of membership in the Texas Nurserymen's Association.

#### SOUTHERN NURSERYMAN'S ASSOCIATION

As we go to press the Southern Nurserymen are holding their convention at Signal Mountain Inn, Chattanooga, Tenn. A large attendance is expected and with the splendid program, as given below, there is every promise of a very successful meeting.

Nurserymen everywhere are recognizing the value of co-operation and every effort is being made to increase the membership of the Southern Association.

It is to be hoped the present meeting will be a long step towards bringing all nurserymen of the south in closer touch with each other, to their mutual benefit.

The present officers of the association are: President, J. R. Mayhew, of Waxahachie, Tex.; vice-president, Harvey M. Templeton, of Winchester, Tenn., and secretary-treasurer, A. I. Smith, of Knoxville, Tenn.

**WEDNESDAY, AUGUST 26, 10 A. M.**

Call to order by President.

Inveation.

Address of welcome, mayor of Chattanooga.

Response, Harvey M. Templeton, Winchester, Tenn.

President's annual address, J. R. Mayhew, Waxahachie, Texas.

Appointment of committees.

**WEDNESDAY, AUGUST 26, 2.30 P. M.**

"Why Are We Here?" E. W. Chattin, Winchester, Tenn.

"The National Association," President Henry B. Chase, Chase, Ala.

"In What Way Are Our Associations Rendering Most Efficient Service?" Milton Moss, Huntsville, Ala.

"The Nursery Business of the Present Compared to the Past," W. T. Hood, Richmond, Va.

**WEDNESDAY, AUGUST 26, 8.00 P. M.**

"The Relation Between the Scientists and the Nurserymen," Dr. E. Lee Worsham, Atlanta, Ga.

"Status of Uniform Inspection Campaign," Prof. G. M. Bentley, Knoxville, Tenn.

**THURSDAY, AUGUST 27, 10.00 A. M.**

"Shade Trees for the South," R. C. Berekman, Augusta, Ga.

"Are Nurserymen Growing Too Many Varieties?" Robt. Chase, Chase, Ala.

"Why Such Confusion in Names?" E. W. Chattin, Winchester, Tenn.

"Pedigreed Trees—What is There in It?" A. I. Smith, Knoxville, Tenn.

Adjournment for luncheon.

**THURSDAY, AUGUST 27, 2.30 P. M.**

"Can a Permanent Retail Mail-order Business Be Built

Through Advertising Alone?" O. Joe Howard, Pomona, N. C.

"The Safest Method of Selling Nursery Stock."—General discussion.

"Diseases of Peach, Especially Stop-Baek, and Remedies," W. T. Hood, Richmond, Va., and John A. Young, Greensboro, N. C.

Report of committees, election of officers and selection of place for next meeting.

### EMPLOYER'S LIABILITY

The National Nurseryman,  
Flourtown, Pa.

Gentlemen:—

There seems to be great doubt as to whether the New York Workmen's Compensation Law applies to the nursery trade in New York State, and particularly, whether it applies to some of our employees who are occasionally engaged in such occupations as are termed "hazardous" by the Law.

I believe that it is the opinion of the Commission that nurserymen as a class are not covered by the Law, but that some of our employees, like teamsters or men engaged in making boxes or handling boilers, are under the Law. The opinion of the Commission is not final; it is subject to appeal to the higher courts of the state, and nothing definite can be known, I think, until a test case has been brought and decided by the Court of Appeals.

In the meantime, some nurserymen have covered their risks by policies in liability companies, but the rates are high and will remain high until the final determination of the question is reached, and it is my understanding that if the final decision is to the effect that our employees are not covered by the Law, that the rates of the liability companies will be reduced. It seems necessary, therefore, that a test case be brought as early as possible. Farm labor is distinctly excepted by the Law, and I am at a loss to see where the labor on a nursery farm differs materially from the labor on other farms, and it would seem as though the nurserymen had a good chance to win a test case.

Therefore, I would ask the nurserymen of the state to report to me promptly any case of accident or injury to any one of their employees, and it may then be possible to arrange for a test case that will determine our position.

Yours truly,  
WILLIAM PITKIN,

*Chairman, Committee on Legislation, New York State  
Nurserymen's Association.*

### AMERICAN ASSOCIATION OF NURSERYMEN.

*1915 Convention, June 23-25.*

At the Cleveland convention, Secretary Hall was instructed to submit a referendum to the members as to choice of date for the holding of the annual meeting to be held at Detroit, Mich., in 1915. Out of 436 postals sent out 250 were returned up to August 25th. The count showing that 190 prefer the fourth Wednesday in June. The postals were sent out August 5th, and the count was made August 25th.

### NO LICENSE FEE REQUIRED IN OKLAHOMA

National Nurseryman,  
Flourtown, Pa.

Gentlemen:—

I am in receipt of a letter from Mr. Charles Sizemore, of the Stark Bros. Nursery Company, with information as to a recent action or ruling of the Oklahoma State Entomological Commission. Mr. Sizemore sent me a copy of a letter from that Commission to Stark Bros., reading as follows:

"Gentlemen:—

I am re-enclosing your check, as under a recent ruling of the State Entomological Commission, all that is required is a certificate of inspection from your State Entomologist, to be placed on file in this office.

(Signed)

OKLAHOMA STATE ENTOMOLOGICAL COMMISSION.<sup>12</sup>

This evidently does away with the state tags, five dollar license fee and other restrictive and annoying regulations.

Yours truly,

WILLIAM PITKIN, *Chairman.*

### EFFECT OF THE WAR ON IMPORTS

National Nurseryman,  
Flourtown, Pa.

August 18, 1914.

Dear Sir:—

In your letter of 11th inst, you asked us to give you what information we could as to the immediate effect of the European war on imports of Nursery stock from European countries. Of course you realize that at present everything is uncertain and anything we write now would be effected by the fortunes of war, which change from day to day.

It is still doubtful whether French shipments can be made; the stock will likely be still in the nurseries, and the route may be reasonably safe by shipping time, but the war has broken up the organizations in nurseries and offices and assuming the French firms can dig, packing and ship the stocks, whether the railroads can carry them is another question. As business will be light anyway, we expect to receive French shipments, though they will likely be late.

While Holland is not at war, their military forces are mobilized, this depletes very much the nursery and office forces, and ties up railroad transportation, still we believe that by fall things will be in such shape that Holland shipments can be made; the Holland America Line is still running and Holland is still neutral, but the freight rates are apt to be excessive and the "war risk insurance" and other abnormal charges will make importations rather expensive.

We expect to receive shipments of Gooseberries and Manetti from England, though of course subject to delays.

It is impossible to get any definite information from Europe, mail is delayed and one cannot cable; credit, transportation and all commercial services are out of gear and even if the war ended to-morrow, it would take some time for them to become normal again.

McHUTCHISON & Co.

## HISTORY OF THE ENGLISH WALNUT

by Hollister Sage

CULTIVATION of the English Walnut is not only one of the newest, but one of the most rapidly growing industries in the United States; and of course the reason for this is readily traced to the fact that this country is producing only about one half enough of these nuts to supply the demand.

The Persian Walnut, commonly called the English Walnut, was named "Nut of the Gods," nineteen hundred years ago, by the Romans, and by them was distributed throughout Southern Europe, where descendants of those original trees are now standing—some of them more than a thousand years old—lasting monuments to the man who conquered those countries. In many places those same trees are producing a large part of the total income; in truth the United States alone is importing more than five million dollars' worth of nuts from those trees every year, and about half a million dollars' worth of their timber. English Walnut timber is very valuable, having a handsome grain and being unusually heavy, so heavy, in fact, that the green wood will not float in water. The wood is used in the manufacture of gunstocks and furniture, having a greater value than mahogany. Single trees have been known to sell for more than \$3,000.

Realizing the importance of having a home supply of English Walnut trees, France passed a law in 1720 prohibiting the exportation of the timber. How well advised was this move may be appreciated now when it is known that the United States is importing yearly from Southern France a large percentage of our total consumption of 50,000,000 pounds of English Walnuts.

The Romans did not neglect England; for as a result of their invasion, many of these fine trees, hundreds of years old, are scattered along the roads and drives in every part of the islands. Some are nearly a hundred feet high with a spread of more than a hundred feet and bearing thousands of nuts for their owners every year. One tree is reported to be more than a thousand years old and to produce more than 100,000 nuts a year, being a chief factor in the support of five families. In England, by the way, it is customary to eat the fresh nuts, after the removal of the outer skin, with wine, the two dainties being served together.

The Germans, also, were quick to discover the great intrinsic value to their country of these trees, and very early formed the habit of planting a young English Walnut tree to take the place of one which for any reason had been cut down. The Germans were also said to have promulgated in certain localities a law which required every young farmer intent on marriage to show proof that he was the father of a stated number of English Walnut trees.

It is believed the first English Walnut tree in this country was planted by Roger Morris in 1758 at what is now known as Washington Heights, New York City. George Washington must have found that tree in 1776. Just one hundred years later, Norman Pomeroy, of Lockport, N. Y., father of E. C. Pomeroy, of the English Wal-

nut Farms, found a tree in Philadelphia, possibly a descendant of the original Morris tree. Mr. Pomeroy's tree was loaded with an exceptionally fine variety of sweet-flavored nuts, thin-shelled and with a very full meat. That very tree, with Mr. Pomeroy's help, was the progenitor of all the English Walnut groves in Western New York, as well as of the many fruitful and ornamental trees now growing in all parts of the north and east.

Experts say there is no good reason why this country should not raise, at least, enough English Walnuts for our own needs, and even export a few million dollars worth. We are now importing more dollars' worth of these nuts than both Canada and the United States are exporting in apples—and this, too, when Canada and the United States are known as apple countries.

California is producing about 12,000 tons a year. That State's crop last year would have been more than 13,000 tons had there not been three days of extremely hot weather about the middle of September, the thermometer registering 115 in many of the walnut sections. This torrid period seriously burned about 2,200 tons of nuts, yet the crop realized more than three and a half million dollars.

The California growers do not have the frosts to open the outer shucks which we have here in the east, but they overcome this drawback in a great measure by irrigating a few days before the nuts are ripe. They begin the harvest the last of September, gathering the nuts which have fallen, drying them in trays for a few days, then taking them to the Association packing houses, where they are bleached and sacked. The Association does the shipping and marketing, the grower gets his check on delivery at the warehouse. For there is no waste and the nuts are all sold before the harvest begins; in fact, often oversold.

In some of the old missions of California there are English Walnut trees more than one hundred and forty years old, with trunks four feet in diameter. There are many of these individual ancient trees throughout the state, but the oldest of the orchards are from thirty-five to forty years. Some of these trees have a spread of eighty feet or more and the growers consider that an English Walnut orchard will bear profitably for at least two hundred years.

If trees will do this in irrigated sections, they will live and grow much longer in unirrigated places, for it is well known that the roots of trees not irrigated go much deeper into the sub-soil and get the moisture and nourishment which this sub-soil furnishes. The roots of irrigated trees remain nearer the surface and are not so long-lived.

As an ornamental tree the English Walnut is unsurpassed. It has a light bark and dark green foliage which remains until late in the fall, being shed with the nuts in October and never during the summer. It also is an exceptionally clean tree and beautifully shaped, and so far as known, has never been preyed upon by the San Jose scale or any other insect pest. This freedom from scale is attributed to the peculiar alkali sap of the tree.

The demand for this nut is increasing rapidly, as its great food value is constantly becoming better known. Its meat contains many times more nutriment than the same amount of beef steak.

The price is keeping pace with the demand, the growers now receiving three times as much for a pound of nuts as they got a few years ago when they were producing only a tenth of the present output.

Thus it may be seen that the planting of English Walnut trees not only is an exceedingly lucrative venture for the present generation but it means the conferring of a priceless boon upon the generations to come. Some states are considering the advisability of planting these trees along the new State roads, after the custom in England and Germany where practically all the walnuts are distributed along the drives or serve as ornamental shade trees upon the lawns. There is one avenue in Germany which is bordered on both sides for ten miles by enormous English Walnut trees which meet in the center, thus forming a beautiful covered lane and at the same time yielding hundreds of dollars' worth of nuts each season.

It is the custom in England and Germany to lease the trees to companies which pay so much for the privilege of harvesting the nuts, thus attaching to the trees a value similar to that of gilt-edged bonds, yielding a steady income to the owners with no work involved.

Besides the demand for the English Walnut as a table and confectionery delicacy, they are often used for pickles, catsup and preserves, and in France, many tons a year are made into oil, furnishing a splendid substitute for olive oil.

#### SECRETARY OF THE A. A. OF N.

*Mr. Hall to Retain His Position for Another Year.*

The Executive Committee of The American Association of Nurserymen have decided to take no action in the matter of appointing a new secretary.

It will be recalled that at the convention, recently held in Cleveland, the question of selecting a secretary to succeed Mr. Hall was left in the hands of the Executive Committee, with unlimited powers, and if they saw fit to do so to engage a secretary at any salary that they thought necessary.

They feel that too great a responsibility was put upon their shoulders, without sufficient instructions as to just what the Association expected the new secretary to accomplish.

After consulting with Mr. Hall, the Committee succeeded in inducing him to continue in his position until the annual meeting next year, at which time the association can discuss the whole subject, and elect a secretary to succeed him.

#### MR. E. S. WELCH

**M**R. E. S. Welch, who was elected to the Vice-Presidency of the American Association of Nurserymen at the Cleveland Convention, is the proprietor of the Mount Arbor Nurseries, Shenandoah, Iowa. Mr. Welch is in the front ranks of the progressive nurserymen. Besides being the owner of the Mount Arbor Nurseries he is also connected with the Plumfield Nurseries, Fremont, Nebraska, and the Kelsey Nurseries, St. Joseph, Missouri, and at the latter place is now building a large modern storage building, to care for their expanding trade.

Mount Arbor Nurseries, at Shenandoah, are 800 acres in extent and are located on some of Iowa's best soil. This plant is up-to-date in every respect, having recently



E. S. Welch

constructed a storage building which is considered one of the best equipped in the United States.

Mr. Welch started in the nursery business when a mere lad, and has devoted his entire life to the work. He started in business for himself about twenty-two years ago, and has reached a very enviable position in the trade.

Last summer he spent in France and Holland, studying the methods of those nurserymen and arranging for importations of foreign stocks.

The American Association made no mistake in electing Mr. Welch, Vice President as he will doubtless make a very efficient officer, being well experienced in this line of service to the nursery business. He served as President of the Western Association of Nurserymen so his new duties will not be at all strange to him.

## NO LICENSE REQUIRED IN MONTANA

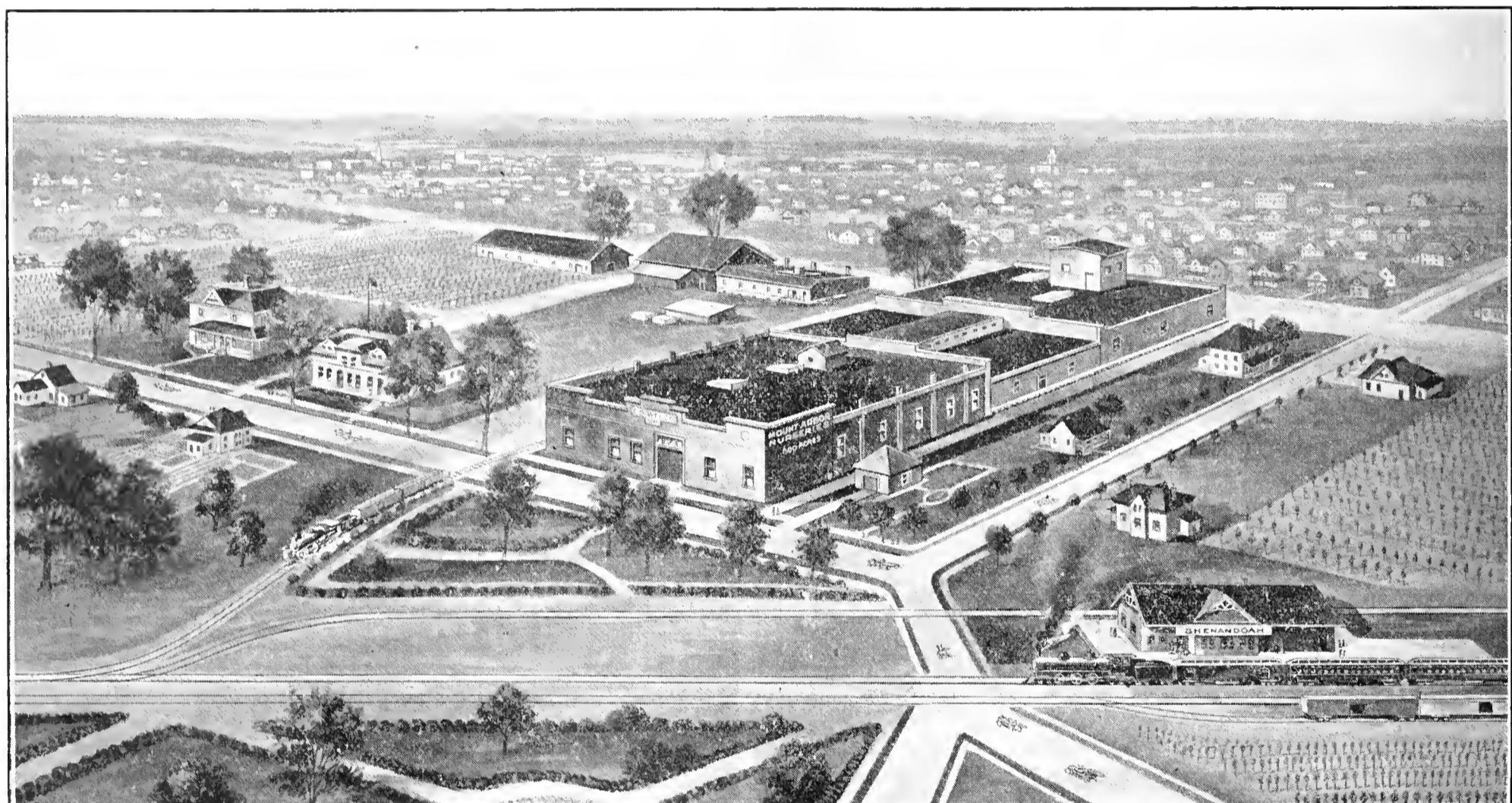
Peter Youngers, Chairman of the Legislative Committee west of the Mississippi River, sends the following copy of the decision in the Montana Inspection Law trial.

**IN THE DISTRICT COURT OF THE THIRTEENTH  
JUDICIAL DISTRICT OF THE STATE OF  
MONTANA, IN AND FOR THE COUNTY OF  
YELLOWSTONE.**

Fruit Pests, - - - Defendants	JUDGMENT.
E. S. Welch, Plaintiff	}
-vs-	
and R. E. Bancroft, as Inspector of	
M. L. Dean, as State Horticulturist	

The restraining order issued herein was dissolved upon the hearing of the motion to dissolve same, from which action an appeal was prosecuted by plaintiff to the

necessary inspectors' certificates for the stock of fruit trees, plants and nursery stock mentioned in plaintiff's complaint herein and heretofore inspected by said defendant; that the said defendants and each of them, their servants, agents, attorneys and employees are enjoined and restrained from interfering with plaintiff's business of selling nursery stock in the State of Montana; that they inspect all fruit trees, plants and nursery stock shipped into the State of Montana by plaintiff herein and when found free from disease, insects and pests they issue the usual inspector's certificate therefor upon the payment of the usual inspection fees and without requiring plaintiff to pay any license fee or file any bond as required by sections 1935 and 1936 of the Revised Codes of the State of Montana, as amended by Chapter 421 of the Laws of 1914, or by any other law of the State of Montana, and that they,



*Bird's Eye View Of Mount Arbor Nurseries*

supreme court of this state and said order of the trial court reversed on said appeal. Under the law of the case, as fixed by the decision of the supreme court of Montana and under the admitted facts, plaintiff is entitled to the judgment and decree of this court prayed for in his complaint. Robert G. Strong, Esq., County Attorney and counsel for defendants herein, has consented that judgment may be entered herein in accordance with the prayer of said complaint.

WHEREFORE, by reason of the law and the premises aforesaid, IT IS ORDERED, ADJUDGED AND DECREED, That the defendant R. E. Bancroft, furnish plaintiff with the ne-

their servants, agents, inspectors and employees and all persons acting in aid of them are forever enjoined from demanding or requiring of plaintiff any license fee or bond as a nurseryman for selling and delivering fruit trees, plants and nursery stock in the State of Montana from nursery stock outside of the State of Montana at the time the orders therefor are taken, and that the defendants, their agents, servants, inspectors and employees and all persons acting in aid of them, are enjoined and restrained from in any way or manner interfering with or delaying delivery of plaintiff's said fruit trees, plants and nursery stock so shipped into the State of Montana

for the purpose of filling orders taken by plaintiff while said fruit trees, plants and nursery stock were without the State of Montana, so long as plaintiff has complied or offers to comply with the inspection laws of the State of Montana; and that plaintiff do have and recover of and from defendants his costs and disbursements herein incurred, taxed at ..... Dollars.

DONE IN OPEN COURT, JULY 20, 1914.

GEO. W. PIERSON, Judge.

### CO-OPERATION

*The following is an extract from Governor Glynn's speech delivered at the Conference of Co-operative Farm Societies in Utica, N. Y., July 22, 1914. It applies with equal force to nurserymen as farmers.*

"It is your duty to impress upon the members of your several societies, that the only way to co-operate is to co-operate. Co-operation must walk upon its own legs. Its only salvation is independence. When it goes tangoing into polities, flirting with feminism, chumming with pietism, and winking at communism, destruction awaits it just around the corner. It is a business proposition pure and simple, not a tittle more, not a whit less. It cannot convert earth into heaven, Utica into Utopia or a St. Lawrence County farm into Fifth avenue. It waves no magic wand. It has no prestidigitator's art. It possesses not the alchemist's trick of turning stone into gold. But it does do what Benjamin Franklin said every man only had to do to become a millionaire—it takes care of the pennies and through this care the dollars take care of themselves. Extravagance may be a virtue among the rich. It is a crime among the poor. Thrift is more lucrative than luck. Efficiency is the slogan of the hour, and efficiency means saving from waste. Not long ago the whole country was interested in saving the useless motions a mason makes in laying bricks. We have passed a Workmen's Compensation law to save a waste of limb and life and energy. And by co-operation we propose to save for the farmer the just return for his labors of which he is robbed by wasteful and extravagant methods of distribution.

Society suffers more from waste of money than from want of money. The sky is good, my friends, the earth

is good; the only thing bad, the only thing foolish lies between earth and Heaven. Out of our economic conditions money is becoming part of character and ought never to be treated with levity. Co-operation means economy, and economy is the daughter of Prudence, the sister of Temperance, and the mother of Liberty. Self-love and social love are one and the same. The man who improves himself improves the world. Social advancement is the consequence of individual advancement; for in the words of the Bible, "if any provide not for his own, and especially for those of his own house, he hath denied the faith and is worse than an infidel." Life is short and we ought to make hay while the sun shines. Those who fail to do so should read Addison's "Vision of Mirzah" and get busy. People who cry for help in life's battle can generally find it within themselves if they look hard enough. Those who need co-operation, and fail to co-operate, are as fanatic as the author Savage who decked himself out in a scarlet coat trimmed with gold lace while his naked toes stuck out of his shoes, and as whimsical as the poet Spenser who died from the lack of bread while refusing twenty shillings from a friend because he had no time to spend them.

There is nothing new or untried in the broad principle of co-operation. In the last analysis co-operation is only another name for civilization. As John Stuart Mill has said "Almost all the advantages which man possesses above the inferior animals, arise from his power of acting in combination with his fellows, and of accomplishing by the united efforts of numbers what could not be accomplished by the detached efforts of individuals." From the dawn of history men have co-operated to secure the benefits of safety, progress and justice and have called that co-operation Government. They have united to produce the manifold necessities and luxuries of life and have called that co-operation Industry. They have talked together of the eternal mysteries, they have gathered together to worship the Supreme Being, and their name for this sacred co-operation is Religion. The greatest and most lasting undertakings of the human family have come in accordance with the Biblical injunctions "Bear ye one another's burdens." "Ye are members one of another."

### WHAT A NURSERYMAN SEES IN HIS TRAVELS

A visit to Gettysburg should be on every American's itinerary. Until one has walked over that battlefield, and read the records on the monuments, and stood on the ground that was drenched with blood; one does not realize the magnitude of the cost by which the Union was held together.

It is truly sacred ground and well deserves the care and attention, being given it by the Government, to preserve it as a perpetual memorial to the sacrifice of lives for our national existence.

"Under the dome of the Union sky  
The American soldier's temple of fame."

While the visiting nurseryman will see much to interest him, of course, the trees will claim much of his attention. It is a well wooded country, and from all ac-

counts has not changed a great deal, every effort being made to preserve the growth as it was at the time of the battle.

The spot known as the High Water Mark, the culmination of Pickett's Charge, from whence the tide of rebellion rolled back, let us hope forever, is marked by a grove of chestnut oaks enclosed by an iron fence. They are not very large and the casual observer would hardly think they could have been there during the battle, but men, who remember the battle, will tell you they look much the same now as they did then. The annual growth is very little.

In other portions of the battlefield where it was thickly wooded, such as around Culp's Hill, the trees bear mute evidence of the strife. The wounds are healed over, but the scars are very evident, when shell

and bullets struck them. There are many noble specimens of Oaks, Hickories, and other deciduous trees, native to Pennsylvania, but few evergreens worthy of note.

Some portions of the battlefield have been planted evidently to preserve the original conditions, but a wrong selection of trees have been used. This is especially evident at Zeigler's Grove. It was Joseph Meehan, the well known nurseryman, and horticultural writer, and veteran of the war, with whom I had the pleasure of visiting Gettysburg, who first called attention to the planting of foreign trees at this point.

There is something incongruous in the selection of trees used to replant this grove—*Paulownia Imperialis*, from China, Japanese Maples, Norway Maples, *Cytisus Laburnum*, English Ash, Carolina Poplars, and such like. They are all so different from the splendid native trees, and out of harmony with the surroundings so intensely American.

The National Cemetery, with its noble monuments, and pathetic markers to the "Unknown dead," is a part of the battlefield, but is an enclosure, well laid out, and beautifully kept. In it are some rather unusual specimens, although not indigenous to the locality, are quite appropriate. The Norway Spruce are particularly fine for their age, and furnished to the ground; which is unusual for trees of their proportion.

Good specimens of *Taxus Hibernica*, *Tsuga Canadensis*, *Abies orientale*, *Reticularia squarrosa*, *Picea Nordmanniana*, *Taxus baccata*, quite a variety of Thuyas, *Magnolias*, Japanese Maples, and even *Taxodium distichum*, and *Ilex Opaca* are all worthy of note and evidently planted over 30 years ago.

The superintendent told me the trees were not watered or fed, yet all looked remarkably vigorous and healthy and worthy embellishers of that sacred spot.



### From the U.S.D.O.F.A.

#### PLANT INDUSTRY'S OFFICE OF ECONOMIC AND SYSTEMATIC BOTANY.

The office of the Bureau of Plant Industry that does systematic collecting of plants and plant products of economic value is called the Office of Economic and Systematic Botany. Its collection contains samples of the principal economic plants of the world.

The collection of this office are being constantly increased by additions from investigators of drug plants, poisonous plants, perfume plants, forage plants, ornamental plants, economic trees and shrubs, and cultivated fruits, nuts and vegetables, to all of whom the collection is accessible.

One of the tasks of this office, undertaken for the nursery trade, is the preparation of complete lists of ornamental trees and shrubs now offered for sale in this country, with reference to the catalogues where descriptions of them may be found. By this means uniformity is secured in applying names to them. If these plants are already known under established names in the trade,

it will not be possible to exploit them as novelties under new names.

It is also the province of this office to name plants sent in for identification, such as plants injurious to cattle or sheep; noxious weeds; plants discovered to be especially adapted in certain localities for forage or for binding the sand on shifting dunes or along irrigating ditches, or for hedges. Other plants sent in may be suggested as sources for rubber or fiber or as remedies for certain diseases. Once the botanical identity of the plant in question is established, and only after this has been done, can inquiries regarding the plant be definitely answered.

In introducing new economic plants from abroad, certain ones are found to be more suitable than others. It is the duty of this office to study the various introduced plants botanically, so that information may be recorded as to those found to be most desirable.

One of the most important problems which this office is studying is the adaptation and development of crop plants suited to vast tracts of what is known as "acid land," unsuited to the cultivation of the ordinary crops. The office's investigations have shown that certain plants, especially those of the heather and blueberry family, thrive only in such soils. Methods have been devised to propagate these plants by cuttings and by processes of breeding and selection, so that superior varieties have been produced. As a result, blueberry culture bids fair to become an important industry in localities where great areas of land have been hitherto considered unfit for cultivation.

#### PLANT FOOD.

The fertility of a soil depends on a great number of circumstances, among which "plant food" plays a prominent part. We are getting more familiar as time goes on with the nature of this vaguely described article, which may be regarded as the very life blood of the plant. It is not enough to imagine so much salts of potash, nitrogen, or phosphates, and to assume that it will all be ultimately used by the plant. The condition of the plant food is now known to be very closely associated with the use the plant can make of it, and many attempts have been made to get at the processes by which this is brought about.

It must not be supposed that the mineral matter in the soil can be taken up unchanged. The "soil water," as it is called, or, again, the acid excreted by the healthy roots plays a very important part in preparing minute quantities of food for the plant's consumption, and it is still a matter of speculation how far carbonic acid, which the roots excrete, assists in the process, or whether this is the process at all, except, perhaps, in seedlings.

A test of fertility, then, is found to consist in estimating how much plant food is extracted from a soil by treating it with some solvent closely akin to that made use of by the plant. Acetic, carbonic, and other dilute acids have all been used for this purpose, but the most favored is a very weak citric acid, because it is supposed to more nearly approximate to natural conditions than any other. It is for this reason that manures which are "citric soluble" are valuable as plant food, for the test is now applied as a guarantee of efficiency.—*Journal of Horticulture*.

## PEACHES

*"A little nonsense now and then is useful for the best of men."*

All of which prompts the remark—"Varium et mutabile semper femina," and prepares the way for some unrecorded facts about peaches.

While Delaware may be in doubt, there is no uncertainty as to the Manhattan peach crop which flourishes perennially and is in evidence at all seasons on Fifth avenue and the Great White Way, where it may be seen in all its peachy bloom of youth—not to mention other blooms of youth for sale at all drug stores.

As the schoolboy would say in his composition—There are many kinds of peaches such as the freestone, the clingstone and others too numerous to mention.

In the cultivation of peaches rings are often placed upon them by the cultivators. The freestone peach gives up the rings when cultivation ceases; the clingstone—never.

Another kind of peaches is the species Jag that matures early and grows wild. In fact it is considered such a nuisance that a large number of well meaning persons have combined for its extermination, and with such success, in the South, that the colored brother has great difficulty in obtaining a supply of his favorite fruit.

Contrary to the general understanding, all peaches do not grow on trees. The choicest kinds are raised in cradles in hot houses; but the expense and trouble incurred in bringing them to maturity is almost prohibitive. This species is sometimes known as the Peach-erino, and the President is liable, to instruct Congress to pass laws providing for its more extensive cultivation.

Most peaches are good to eat; but there are others that, while they look good enough to eat, are not generally considered edible, although one will often find them in our best restaurants in combination with dates and lobsters.

A date with a peach is said to be a delightful combination; but the thought of a peach with a lobster grates on the nerves.

Peaches should be carefully picked, for it is often a difficult matter to shake them; and shaking tends to spoil their nature and make them sour.

Never try to eat a peach in the dark, for they are often covered with a fine white or red powder that is not palatable.

Note: For further information as to peaches for decorative purposes see A. Casino, press agent.—*Ludlow Bulletin.*

## A CORRECTION

An error was made in our July number, page 242 in quoting the price on Mr. J. P. Campbell's Automatic Irrigation Sprinklers—the price is \$3.00 each postpaid, or \$30.00 per dozen F. O. B. Jacksonville, Fla.

Mr. Campbell assures bountiful crops and beautiful grounds by using these irrigation sprinklers.

### WANTED—SPECIAL CROPS

We want to place contracts for several medicinal plants to be raised for us. Details given to party in position to handle the work.

S. B. PENICK & COMPANY,  
Crude Drugs,

New York City.

38 Park Place,

## AMERICAN ASSOCIATION OF NURSERYMEN

**Executive Committee**—John H. Dayton, Chairman, Painesville, Ohio; Thomas B. Meehan, Dresher, Pa.; J. B. Pilkington, Portland, Oregon; John Hall, ex-officio, Secretary, Rochester, N. Y.

**Executive Committee**—Thomas B. Meehan, Dresher, Pa.; John H. Dayton, Painesville, Ohio; J. B. Pilkington, Portland, Ore.; John Hall, Rochester, N. Y., Ex-officio.

### Chairmen of Committees

**Transportation**—Chas. M. Sizemore, Louisiana, Mo.

**Tariff**—Irving Rouse, Rochester, N. Y.

**Legislation East of Mississippi River**—Wm. Pltln, Rochester, N. Y.

**Legislation West of Mississippi River**—Peter Youngers, Geneva, Neb.

**Co-Operation with Entomologists**—L. A. Berckmans, Augusta, Ga.

**Program**—C. R. Burr, Manchester, Conn.

**Exhibits**—Albert F. Meehan, Dresher, Pa.

**Arrangements and Entertainment**—Thos. I. Ilgenfritz, Monroe, Michigan; John Hall, Secretary, Rochester, N. Y.

**Publicity and Trade Opportunities**—W. G. Campbell, St. Joseph, Mo.

**Editing Report**—John Hall, Secretary, Rochester, N. Y.

**Root Knot**—E. A. Smith, Lake City, Minn.

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## STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

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**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Rose-acres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

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**New England Nurserymen's Association**—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaup, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President J. Vallance, Oakland, Cal.; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.

**Pennsylvania Nurserymen's Association**—President, Wilmer W. Hoopes, West Chester, Pa. Sec., Henry T. Moon, Morrisville, Pa.

**Southern Nurserymen's Association**—President, J. R. Mayhew, Waxahachie, Texas; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, August 26 and 27th at Signal Mountain Inn, Chattanooga, Tenn.

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**Western Association of Nurserymen**—President, W. S. Griesa, Lawrence, Kansas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December. Next meeting December 9 and 10th, 1914, at Kansas City, Mo.

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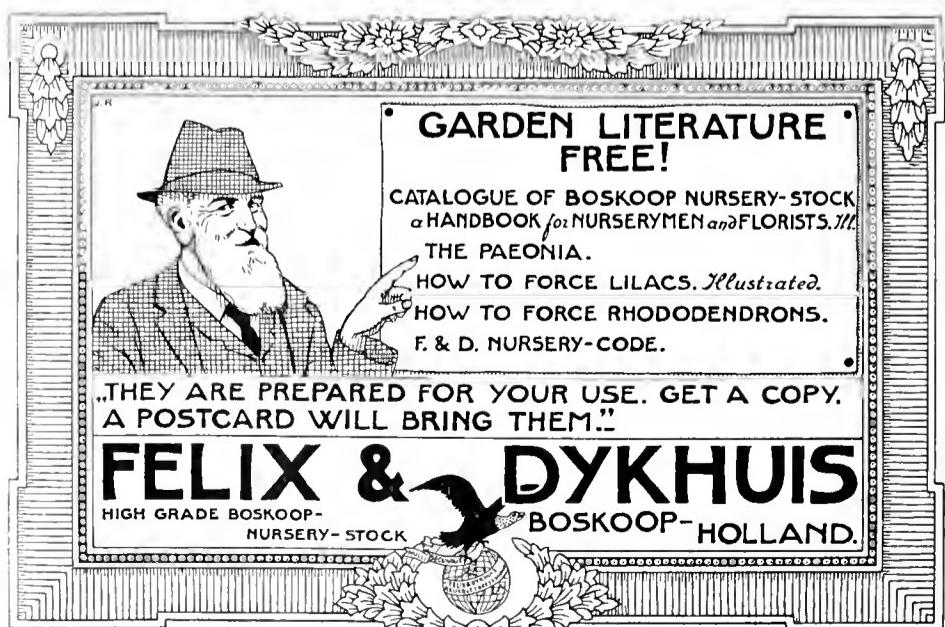
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INCORPORATED 1902

The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

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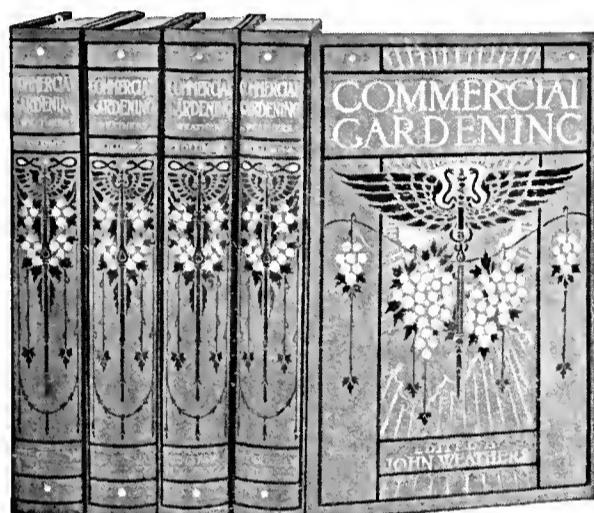
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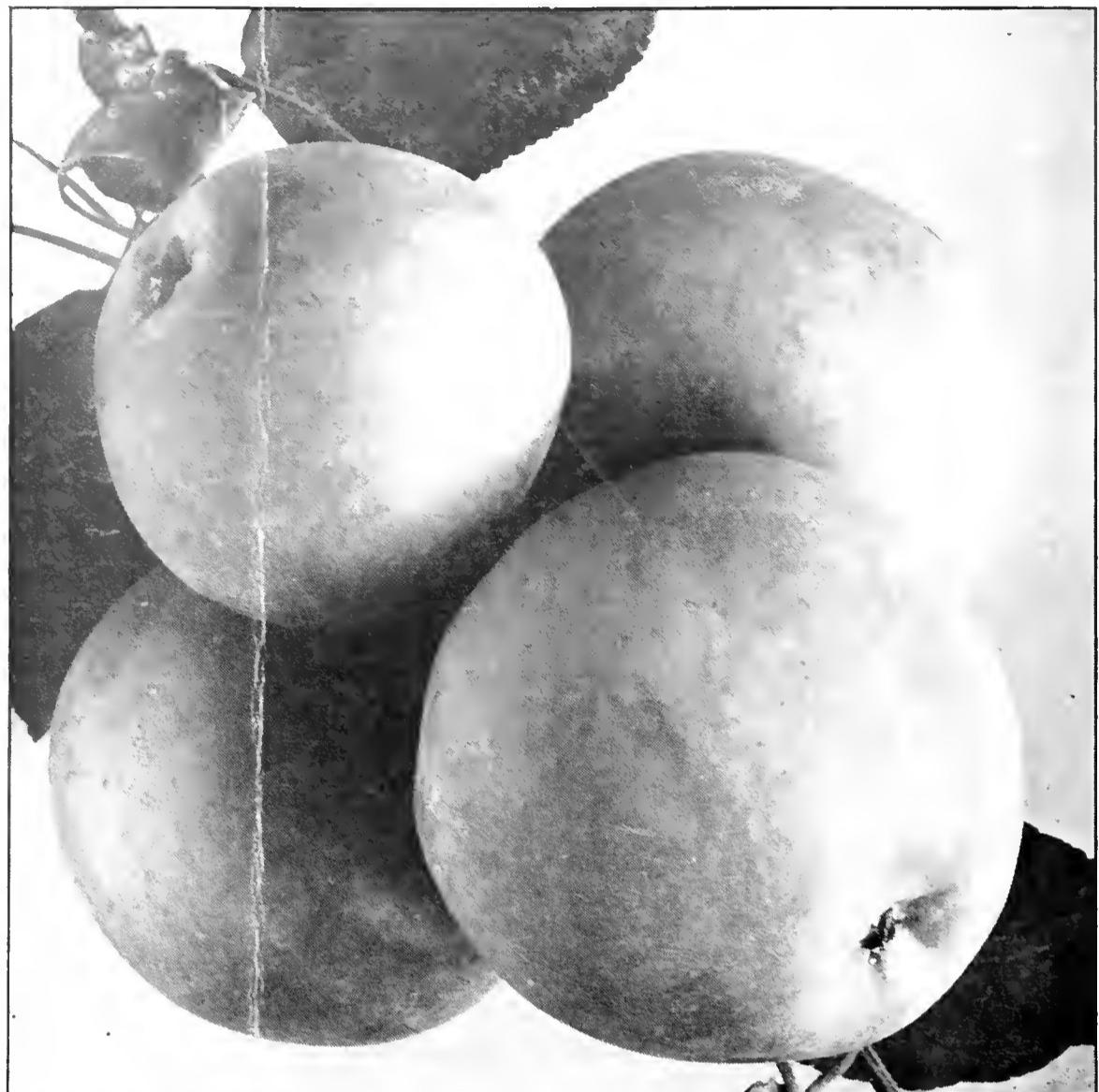
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This picture shows a cluster of Yellow Transparent Apples grown on a Harrison tree here at Berlin. Notice the perfect form, the smooth skin—wouldn't you like to put your teeth into one like it? Of course the tree received good care, and the foliage and fruit was sprayed—but back of all was a tree that was budded from a good parent and grown right in the nursery.



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*Grown at Harrison's*

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2,000 Alexander	2,200 Maiden's Blush	34,500 Yellow Transparent	370 N. W. Greening
250 A. G. Russett	51,000 M. B. Twig	6,200 York Imperial	270 Opalescent
60,000 Baldwin	1,000 Nero		650 P. W. Sweet
4,000 Ben Davis	2,500 Newtown Pippin		600 Rambo
600 Bonum	6,000 Northern Spy		350 R. I. Greening
400 Bismark	1,300 N. W. Greening		2,000 Red Astrachan
250 Chenango Strawberry	1,200 Paradise Winter Sweet		870 Rome Beauty
500 C. R. June	4,500 Red Astrachan		50,000 Stayman
19,000 Delicious	20,000 Rome Beauty		200 Smith's Cider
16,000 Duchess	19,000 R. I. Greening		250 Smokehouse
3,000 Early Harvest	2,600 Spitzenburg		370 Spitzenburg
1,000 Fallawater	5,600 Stark		6,000 Stark
1,200 Fourth of July	8,000 Stayman's Winesap		200 Strawberry Chenango
9,300 Fameuse	5,000 Smokehouse		150 Summer Hagloe
3,000 Gano	4,000 Summer Rambo		150 Sweet Bough
13,000 Gravenstein	500 Tolman's Sweet		2,000 Wealthy
13,000 Grimes' Golden	10,700 Wealthy		600 Williams' Early Red
800 Golden Sweet	15,700 Winesap		7,200 Winesap
1,400 Hubbardston	500 Winter Rambo		2,600 Wolf River
20,000 Jonathan	2,600 Wolf River		180 Yellow Belle
2,400 King	39,000 Williams' Early Red		2,000 Yellow Transparent
2,500 Lowry	9,300 Winter Banana		2,700 York Imperial
APPLES 2-YR. BUDDED.	46,400 Baldwin	4,000 Duchess	
	1,450 Ben Davis	240 C. R. June	
	240 Delicious	500 Dominie	
	200 Dominic	4,000 Duchess	
	370 Early Harvest	370 Early Harvest	
	300 Fallawater	300 Fallawater	
	500 Fameuse	500 Fameuse	
	870 Gano	870 Gano	
	1,800 Gravenstein	1,800 Gravenstein	
	7,000 Grimes' Golden	7,000 Grimes' Golden	
	13,500 Jonathan	13,500 Jonathan	
	1,200 King	1,200 King	
	28,500 M. B. Twig	28,500 M. B. Twig	
	5,700 McIntosh	5,700 McIntosh	
	250 Myrick	250 Myrick	

Come and see us this fall. Look over the nurseries. Plan to stay two or three days, for you will need plenty of time if you see everything around the biggest nurseries in the world.

**Harrison's Nurseries**  
J.G. HARRISON & SONS  
BERLIN PROPRIETORS  
MARYLAND

Designed and written by The McFarland Publicity Service, Harrisburg, Pa.  
Press of Robinson Publishing Company, Hatboro, Pa.



# THE NATIONAL NURSERYMAN



OCTOBER, 1914

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

OFFER A GENERAL LINE OF

## Choice Nursery Stock

### CHERRY and STD. PEAR

of Extra Fine Quality.

If you are in the market for superior trees write us for prices.

## I. E. Ilgenfritz' Sons Co.

MONROE, MICH.

## THE JEWELL NURSERY CO.,

Wholesale Nurserymen

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

Everything in the line of Nursery Stock suited to Northern culture.

*Let us figure with you*

## MOUNT ARBOR NURSERIES

E. S. WELCH, Proprietor

136 Center St., :: Shenandoah, Iowa

Make a Specialty of a Complete Line of High Quality  
Nursery Stock for WHOLESALE TRADE

APPLE TREES—We wish to call special attention to the finest lot of Apple we have ever grown; none better on the market.

BLACKBERRIES—Large stock root-cutting plants.

ORNAMENTALS—A select lot of Silver Maple, 2 to 2½-in., 1½ to 2-in. grades; Ash, Box Elder, Linden, American Sycamore, Horse Chestnut, Catalpa, Poplars, Norway and Sugar Maple.

PRIVET—California, Ibota, Amoor River North.

CRIMSON RAMBLER ROSES

APPLE GRAFTS—Any style made to order; machine wrapped; quality guaranteed; none better.

**ASK FOR FALL TRADE LIST.**

Always pleased to quote your wants.

## OUR OCTOBER BULLETIN

Contains a General Line of Stock of the Very Best Quality. - *Prices Right.*

TOP NOTCH

## Berberry Thunbergii Seedlings

The Great Money Maker. A Very Large Stock. - Quote in Low Prices.

*If you don't get this Bulletin, write for it, because you cannot afford to be without it.*

**C. R. BURR & CO.,**  
MANCHESTER, CONN.



**P. D. BERRY**  
WHOLESALE NURSERYMAN,

Is offering for Fall trade 1914

Red, black, yellow and purple raspberry plants; blackberry, dewberry, Downing, Pearl, Josselyn and Houghton gooseberry, one and two-year, No. 1; 100,000 Rhubarb, one, two and three-year, No. 1, whole roots, also divided roots; horseradish sets, gooseberry layer plants of Houghton, Downing and Pearl; Fays, Cherry, Black Victoria, Black Naples, Lee's Prolific, Black Champion and Boskoop's Giant currants, one and two-year, No. 1; California Privet, Berberry Thunbergii; also a fine collection of peonies.

No trouble to price your list  
of wants any time by letter.

Trade list ready September 15th.

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Dayton, Ohio

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BY THE MILLIONS

Arbor Vitae	Jack Pine
Austrian Pine	Norway Spruce
Black Hill Spruce	Pinus Ponderosa
Colo. Blue Spruce	Pitch Pine
Concolor	Red Spruce
Douglas Spruce	Scotch Pine
Engelmanii Spruce	White Pine
European Larch	White Spruce

All sizes. Ask for prices.

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and 11-16 in. sizes at special prices:

Ben Davis, Duchess, Florence, Gano, Hibernal,  
Iowa Beauty, N. W. Greening, Okabena, Pat-  
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Transcendent, University, Virginia, Wealthy,  
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NURSERY COMPANY**  
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**ORIENTAL PLANES—All Sizes**

From 1  $\frac{1}{4}$  to 2  $\frac{1}{2}$  inch Caliper

Carolina Poplars Lombardy Poplars Sugar Maples  
Double Flowering Japan Cherries  
Weeping Japan Cherries Flowering Apples  
Flowering Peaches

10,500 Kieffer Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
2,000 Kieffer Pears, 4 to 6 ft.,  $\frac{5}{8}$  to  $\frac{3}{4}$  in.  
2,500 Rossney Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
10,000 York Imperial Apples, 11-16 in. and up  
20,000 Staymen's Winesap Apples, 11-16 in. and up  
200,000 Apples, 2 yr. buds. Fine  
10,000 Downing Gooseberries, 2 yr. No. 1

Large and Complete Assortment of Ornamental Trees  
and Flowering Shrubs, Etc.

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PHILADELPHIA OFFICE:  
222-3-4-5 Stephen Girard Bldg.  
21 So. Twelfth Street

West Chester, Pa.

**Griffing Brothers**

**Grow the Better Kind of Trees**

**PECANS**, Budded or Grafted  
**PLUMS** on Plum Roots  
**PERSIMMONS**, Japanese  
**FIGS**, Celestial, Magnolia, Brown Turkey  
varieties  
**SCUPPERNONG, JAMES** and other Mus-  
cadine Grapes  
**MULBERRIES**, well branched trees, free  
from Blight  
**CAMPHOR** Trees  
**CONIFERS** and Evergreen Trees  
**PALMS** and Tropical Plants  
**SATSUMA** Orange and other Citrus Fruits

Prices are Right

Trees are Right

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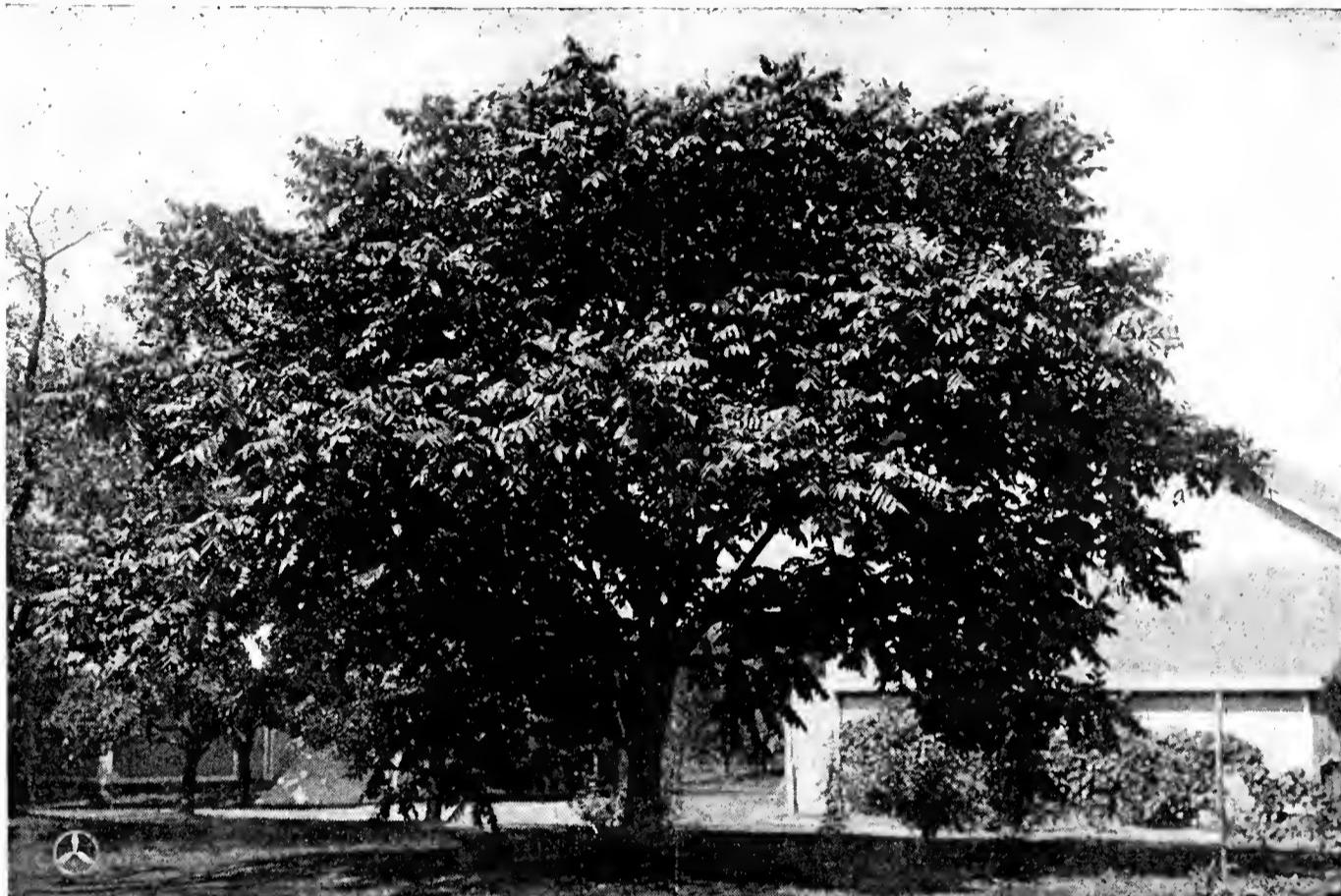
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# PAINESVILLE NURSERIES



JAPAN WALNUT—SIEBOLDI

**F**RUIT and Nut Trees, Deciduous, Trees, Shrubs and Evergreens, Hardy Roses, Vines and Plants, Grapes, Gooseberries, Small Fruits, Bulbs, Seeds, Palms and other tender Greenhouse plants. Have large stock stored in frost-proof cellars that can be shipped at any time desired; switch from N. Y. C. lines direct into our packing house. Can load without exposure. Unsurpassed facilities for handling orders large or small.

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Standard Pears in assortment, Duchess Dwarf Pears, Bourgeat Quince, Prunus Pissardi and Triloba, Cuthbert and other Raspberries, Concord and other Grapes.

### Our Specialties Are

Roses, H. P. Moss, Ramblers, Climbers, etc., Peaches, Pears, Plums, Cherries, Ornamental Trees and Shrubs in car lots, Weeping Mulberries, Elm, Ash, Clematis, Ampelopsis, Paeonies, Hydrangeas, Bush and Tree Perennial Plants.

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PAINESVILLE, OHIO

50 Years 1200 Acres 44 Greenhouses

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# BULLETIN No. 1

We cannot answer all the inquiries we are receiving for IMPORT SHIPMENTS. Can hire stenographers—but not dictators. Conditions are as follows—for present consumption only:

**FRENCH STOCK** Fruit stocks and Ornamentals. It is reasonably sure that shipments will be made—though delayed a little. Freight rates a little advanced.

Even if Paris is invested or again threatened by shipping time, shipments can be made down the River Loire to Nantes—thence to transatlantic ports. We can still book orders for all Fruit and Ornamental stocks.

**HOLLAND STOCK** Boxwood, Roses, Rhododendrons, Maples, Herbaceous and general Nurseries stock. There is practically no doubt that shipments will be made from all sources, Boskoop, Oudenbosch and Dedemsvaart. No advance in prices and likely no advance in freight rates. Can book orders for all lines and expect to ship in seasonable time.

**ENGLISH STOCK** Manetti and Gooseberries. We expect to fill all orders complete as booked. Shipments are reasonably sure. Freight rates likely advanced a little. Very few Gooseberries available, but can still book Manetti orders  $\frac{5}{8}$  mm grade.

**RAFFIA** Some shipments are coming through. Can take care of a limited number of orders, though former offers are withdrawn.

The war continues—so does the import business. Our Belgium shipments are now arriving via Rotterdam—shipped from Ghent the week the German forces occupied that city—after previously dropping bombs. You cannot forecast the future—neither can we. Place your orders with solid resourceful houses—and leave the rest to them.

**McHutchison & Co.,**

The Import  
House

**17 Murray Street, N. Y.**

WE ARE LARGEST GROWERS IN  
AMERICA OF

# Grape Vines

OTHER SPECIALTIES:

GOOSEBERRIES, CURRENTS  
AND OTHER SMALL FRUITS

INTRODUCER OF THE THREE STANDARD FRUITS:

CAMPBELL'S EARLY - The Best Grape  
JOSSELYN - - - The Best Gooseberry  
FAY'S - - - - The Best Currant

Our supply of above varieties is always less than the demands upon us before shipping seasons close.

High-grade stock, grown and graded to our own standard, which we originated and adopted many years ago. We shall be pleased to supply your wants.

**The Josselyn Nursery Company**  
FREDONIA, N. Y.

**You Can Save Time And Money**

If you use our neatly packed

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In various size sheets ranging in sizes from 24x24 to 40x40 inches.

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# 4000 Privet Balls

Squares and Pyramids, 3 to 5 feet. Unusually fine specimens, closely sheared. Must be sold.

# Also 100,000 California Privet

4 to 8 feet, grown from 1 to 2 feet apart, in a row.

Make us an Offer

Come and Select

# LEWIS & VALENTINE COMPANY

Nurseries: - - - - - East Rockaway, L. I., N. Y.

## WANT LISTS

Are invited from our regular customers and those who ought to be. We have a good stock in general assortment for delivery this fall and next spring.

We sell only to nurserymen and we do not compete with our customers. Stick a pin in that. It is worth remembering.

## Jackson & Perkins Company

WHOLESALE ONLY

Newark,

New York

## Heikes—Huntsville—Trees Huntsville

### Wholesale Nurseries

Huntsville, Ala.

JESSIE S. MOSS, Prop.

We offer for Fall of 1914  
in large quantities as usual:

#### SPECIALTIES

APPLES—Commercial varieties, one and two year, in large supply. As fine in quality as ever grown.

PEARS—Kleffers, one and two years old. A much smaller crop than heretofore.

CERRIES—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.

CERRIES—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

PEACHES—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.

ROSES—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.

PRIVET—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.

PECAN SEEDLINGS—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

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HUNTSVILLE, ALA.,

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The National Nurseryman, by special arrangement with the publishers, offers this work on easy terms. Six large quarto volumes. More than 3,600 pages. 24 full page exquisite color plates. 96 beautiful full page sepia halftones. More than 4,000 text engravings. 500 Collaborators. Approximately 4,000 genera, 15,000 species and 40,000 plant names.

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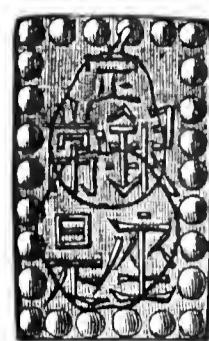
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### Wholesale Nurseries

Huntsville, Ala.

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We offer for Fall of 1914  
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See Price List for Particulars.

Address, HUNTSVILLE WHOLESALE NURSERIES  
HUNTSVILLE, ALA.,

FORTY-EIGHTH YEAR

## T. S. HUBBARD 60.

FREDONIA, N. Y.

The longest established and best known growers of

## Grape Vines

And the largest stock in the United States

Agawam	Diamond	Niagara
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Concord	Lutie	Woodruff Red
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and all other old and new varieties which we think worthy of general cultivation

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and many other well-known varieties. Also a large stock of President Wilder and Boskoop Giant, both of which are great acquisitions.

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A fine stock of leading varieties. One and two years.

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The largest and best stock of root-cutting plants in this country. All the best varieties. Snyder in great quantity. Our blackberry plants are as well furnished with fibrous roots as our well-known grape vines.

Transplants for early fall trade.

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offer many thousand Hardy American Rhododendrons in the very best varieties, such as Charles S. Sargent, Mrs. Charles Sargent, Henrietta Sargent, H. W. Sargent, Charles Dickens, F. D. Godman, alba elegans, Atrosanguineum, Kettledrum, Lady Armstrong, Fastuosum fl., pl., etc., etc., in strong, bushy, well budded plants up to 4 feet in height.

Also Azalea Mollis, Ghent Azalea, Azalea Pontica, Andromeda florabunda and japonica. Roses Orleans, Mrs. Cutbush, Jessie, and all the leading H. P., H. T. and Tea varieties. A very large collection specimen Conifers and flowering shrubs.

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ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.  
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Livingston Building, Rochester, New York

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Tenn. and N. C. Naturals. We have a few hundred bushels 1913 seed we are offering at market price. We expect to have our usual stock of 1914 seed to offer as heretofore. Write for quotations.

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A complete handbook of propagation and pollination of plants. It tells, plainly and briefly, what everyone who sows a seed, makes a cutting, sets a graft, or crosses a flower wants to know. It is entirely new and original in method and matter. The cuts number almost a hundred, and are made especially for it, direct from nature. The book treats of all kinds of cultivated plants, fruits, vegetables, greenhouse plants, hardy herbs, ornamental trees and shrubs and forest trees. Illustrated. 4½x7 inches. 365 pages. Cloth, net \$1.50.

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(SOLE AGENTS)  
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Editors of the "H. A." LOWDHAM, NOTTS,  
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35TH YEAR

## Pan Handle Nurseries

WE OFFER A COMPLETE ASSORTMENT OF NURSERY STOCK CONSISTING OF

Apple	Poplar Carolina	Ampelopsis
Pear	Poplar Volga	Roses
Plum	Elm American	Evergreens
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Maple Silver	Wistaria	

Our stock is well grown and graded. Prices are such that it will pay to investigate. Come and see us or write.

J. K. HENBY & SON  
GREENFIELD, IND.

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For Nurserymen and Florists

The kind that give satisfaction.

Facilities for the handling of your requisite, combined with the quality of our product is unsurpassed.

Samples and prices are at the command of a communication from you.

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## The Framingham Nurseries

200 Acres  
High Grade  
Trees, Shrubs,  
Evergreens,  
Vines, Roses,  
Etc.



Fine Stock  
of  
Rhododendrons  
Kalmias  
and  
Andromedas

Send for Price List

W. B. WHITTIER & CO.

FRAMINGHAM, MASS.

We Offer for Fall 1914

Norway Maple Silver Maple  
and Carolina Poplar

IN CAR LOTS ALL SIZES  
GET OUR PRICES

The Greenbrier Nursery Co., Inc.  
Greenbrier, Tennessee

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FRUIT AND SEED FARMS

OFFER for Fall 1914

GRAPE VINES—One and two years old. Varieties largely Moore's Early, Concord and Niagara.

Also Scarlet or Crimson Clover Seed and Cow Peas. Free from weed seeds, all recleaned and guaranteed first class.

Correspondence solicited. Price list upon request.

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Gas Generated from Cyanide of Sodium 129%

Is the only positive eradicator of San Jose Scale and other Insect Pests. Endorsed by all agricultural experiment stations.

Manufactured by

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In stock ready for immediate shipment

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Containing COLORED PLATES of 225 Standard Varieties.

Can we send one on approval?

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V.G.'S VERY GOOD  
HARDY NURSERY STOCK SUCH AS  
AZALEAS, BUXUS,  
CONIFERS, EVERGREENS,  
PAEONAS, MAGNOLIAS,  
RHODODENDRONS,  
ROSES, ETC.

Offered by

G. W. VAN GELDEREN  
Wholesale Nurseries

Ask for Catalogue

BOSKOOP (Holland)

REPRESENTED BY  
W. B. VAN EYK, 14 Stone Street, New York, N. Y.

**225 ACRES**  
 of  
**Ornamental Trees**  
**S H R U B S**  
 and  
**EVERGREENS**  
 OF EVERY DESCRIPTION

*Choice Stock for Nurseymen whose trade demands the best material.*

*Send for Catalogue.*

**THOMAS MEEHAN & SONS**  
 WHOLESALE NURSEYMEN  
 DRESHER, PENNA.

**SPECIAL NOTICE**

APPLE QUINCE PEAR CHERRY  
 PEACH PLUM

A Fine Block of  
 Own Root Roses

ORNAMENTAL TREES	SHRUBS
BERRIES	CLEMATIS
EVERGREENS	PEONIES PHLOX
PYRAMIDAL and STANDARD	
TREE BOX, 3 to 6 feet	

Write for our Special Prices

Special Attention given to Dealers, complete  
 lists and carload lots.

**W. & T. SMITH COMPANY**  
 GENEVA, N. Y.

63 Years

700 Acres

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Apple Trees 2 years, Buds  
 Apple Trees 2 years, Grafts  
 Cherry, Peach, Plum  
 Kieffer Pear, 1 and 2 years  
 Gooseberries, Currants  
 Grapes, Rhubarb  
 Flowering Shrubs  
 Shade Trees  
 Apple and Pear Seedlings

**FOREST TREE SEEDLINGS**

Catalpa Speciosa  
 Elm, Maple, Honey Locust  
 Black Locust, Osage

**J. H. SKINNER & CO.**  
 TOPEKA, KANSAS

**We Are Southern Headquarters**

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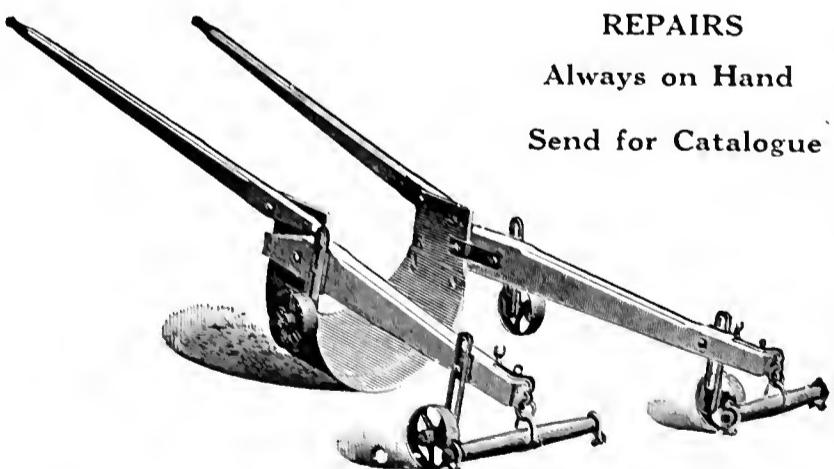
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# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK  
The National Nurseryman Publishing Co., Incorporated

Vol. XXIII.

ROCHESTER, N. Y., OCTOBER, 1914.

No. 10.

## SYDNEY, NEW SOUTH WALES

Mr. James McHutchison Gives His Impressions of This Interesting Country

**S**YDNEY, New South Wales, has a population of 750,000, which makes it the largest city in Australia, and the eighth largest in the British Empire. The shipping is extensive, about half that of London and one-third that of New York. Great ocean liners of many nationalities lie at its wharves, and there is wharf ac-

of our harbor?" Sydney Harbor or Port Jackson, justifies its reputation as being one of the world's finest harbors, it is beautiful, picturesque, with sea arms branching out from the entrance in all directions, and with deep water everywhere. A splendid ferry service radiates from the city to suburban harbor points, so



*Farm Cove Botanical Gardens, Sydney*

commodations for all that come. Australian shipping laws differ from American in that foreign steamers can carry passengers between intermediate Australian ports.

When one arrives in Los Angeles, one of the first questions asked is "what do you think of our climate?" So it is in Sydney, but the question is "what do you think

most Sydneyites go to their business by ferry. All of the deck seats on these ferries are portable, with cork underlining, so that if the boat sinks, every seat acts as a life raft, and avoids any great loss of life.

Sydney Harbor can best be described by likening it to a tree, the single trunk representing the single narrow

entrance, this trunk branched into three main forks, representing North, South and Middle Harbor. These three forks divide themselves into many smaller branches, finally into innumerable twigs, which represent the many small bays and water indentation running from the larger ones. The city's suburbs occupy the high land between the arms of the harbor, the houses representing a very pretty picture in the bright sunlight with their roofs of red tile. Most of the houses are of brick and are built in one story bungalow style, no two alike. What impressed me most was the beautiful gardens surrounding almost every suburban home, however small. Even in the middle of winter these gardens are luxuriantly green with the foliage of many varieties of tree ferns, palms and many flowering and foliage plants.

The public parks of Sydney are well kept and spacious, though hardly so fine as those of Melbourne. Hyde Park is open to stump speakers as its namesake in London. Then there is Centennial Park, The Domain, the Botanic Gardens and several others. The Botanic Gardens occupy a beautiful site facing a half moon bay in the heart of Sydney. It is well kept and sports a large collection of tropical and temperate vegetation. There are bowers of ferns with tree ferns in them twenty feet high. Palms such as *Cocos*, *Seaforthias*, *Kentias*, etc., grow to thirty feet and more. *Auracaria excelsa* one hundred feet. *Ficus elastica* produces a large and beautiful tree, but not so large or spreading as the Australian *Ficus*. It may interest our friends from the middle west to know that in Melbourne they grow a tree alfalfa, which, when closely clipped, makes a fine hedge six to eight feet high. When not clipped it grows twelve to fifteen feet and cattle eat it with the same relish as ordinary alfalfa.

It struck me that an Australian living in Sydney gets about as much out of life as one can get anywhere, but he must be an Australian. If he is a foreigner he will have to stop at hotels—and the best of them are comfortless and old-fashioned even on the English style. He will have to use the railroads, on which the running time is slow, the service bad, and the rates high. They are worse than those of Italy, and are not to be compared with other new countries, such as Canada or the Argentine Republic. He will also have to use the telephone and wait ten minutes until the operator gets him the wrong number or snaps back that "the line is busy." The rate is only two cents for city calls, but the user loses \$1.00 worth of time, patience and temper before he gets a connection.

How long Australians will put up with the poor and inadequate service that these government owned public utilities give, is a question; their business men are progressive, their capitalists are working wonders in developing the natural resources of a country as large as the United States, but with a population less than that of New York City, but they are overgoverned. The proper functions of government have been sidetracked to experiment with Socialists and Labor Union theories. The first news that we read in Sydney was that the Rabbit Catchers Union had gone on a strike. There were over 500 strikes in 1913 in New South Wales alone. The arbitration boards which were organized to prevent and settle strikes really encourage them, for capital, having vested interests—is obliged to abide by the decision of

the arbitration board, while labor has the constitutional right to work or not as it pleases, so that if the decision goes against labor, the men do not return to work and the strike continues. Capital is considered, by these labor union politicians as the national enemy of labor, the result being the capital is timid, the cost of labor keeps going upward rapidly and the cost of living keeps pace.

The slogan of "A White Australian" finds favor with all classes. The immigration laws exclude all colored people (including Chinese and Japanese) unless they were naturalized prior to 1901. No naturalization papers have been given out since then and no more will be issued. To avoid giving offenses to other natives, the exclusion is made by a language test, the laws say that all aliens seeking entrance must pass an examination in a European language, but it does not state which language so that if a certain Spaniard is not considered by the authorities as a desirable emigrant he can be examined in Russian and is barred out, as he failed to fulfil the law's requirements, so no offense is given to the Spanish people.

Throughout Australia, military training is compulsory with all boys between the ages of fourteen and nineteen. After their years of service they go into the reserve. This is a splendid idea, when one remembers the large territory to be defended and the relatively small population to draw from. It means that every male from eighteen to forty-five years old, when called upon to defend his country from invasion must respond with a military training, besides it has been noticed that this training has almost destroyed the bands of larrikins or hoodlums that formerly were a nuisance in all large cities and has given young men a respect for authority and discipline that was sadly lacking before.

Australians are rightly termed "the great out of doors people," they practically live out of doors, and the doors of their houses are usually wide open in more ways than one. There are innumerable picnic places around Sydney and every holiday special trains and boats are run and everybody goes picnicking. The government reserves a public domain one hundred feet from the water front of Sydney Harbor. Saturday, half holiday is compulsory, so no matter on what day a public holiday comes it is observed on the following Monday, so as to allow more time for week-end picnicking. Friday night is shopping night instead of Saturday as formerly. Practically no one works more than eight hours a day and wages in all trades and industries are established by government Wages Boards.

While in New South Wales, I visited the Jekolan caves and the Blue Mountains, only about sixty miles from Sydney. The caves are many miles in extent, the main entrance arch being one hundred and fifty feet high by two hundred feet wide. The caves are filled with stalactites and stalagmites as most caves are. The whole due to the action of subterranean rivers running through mountains of porous sandstone. The Blue Mountains really should be called the Blue Canyon, for they are a series of large broad canyons two thousand to three thousand feet deep, their beauty is opened up by the many trails which lead down by the numerous waterfalls, through to the bowers of luxuriant tree ferns, in

the deep recesses of the canyons where the sunshine never penetrates.

Time did not permit me to return to New Zealand, Tasmania or South Australia and space does not allow me to tell you anything about Queensland, or its capital

teen inches across. Some idea of the immensity of Australia can be gained when I say that it took our steamer seven days to travel from Sydney to Thursday Island in the extreme north. Our next stop will be Manila, then China and Japan, from where the next in-



*View in Sydney Botanical Gardens*

city of Brisbane with 140,000 people. The Parks were filled with tropical vegetation, the scarlet *Poinsettia* were in full bloom while we were there. Several of these bushes were as large as a small house with flowers eight-

stallment will be sent, unless a typhoon, (prevalent at this time of the year) sends our ship to the bottom.

(The November issue of The National Nurseryman will contain the fourth letter from Mr. McHutchison, covering his visits to Australian Nurseries.—Editor.

## SOUTHERN NURSERYMEN'S CONVENTION

The seventeenth annual convention of the Southern Nurserymen's Association was held at Signal Mountain Inn, Chattanooga, Tennessee, on August 26th and 27th.

Signal Mountain Inn is situated 2000 feet above sea level. It is thirty minutes ride by trolley from Chattanooga, and being centrally located in the south, is an ideal spot for such a convention, and it is to be regretted that so few attended the meeting.

In the absence of President J. R. Mayhew, on account of sickness, Vice President, Harvey M. Templeton, took the chair and called the meeting to order at 10 a. m. The invocation was delivered by Mr. Harvey Nicholson. Mayor Thompson, of Chattanooga, welcomed the convention in a very interesting address, and Mr. Du Fries, the manager of the Inn, gave us the freedom of the mountain, and told us that he would do everything possible to

make our stay a pleasant one. The addresses of welcome were responded to by Charles Smith.

Vice President Templeton, made a short address, urging co-operation between nurserymen and a better attendance at meetings of the Association. He also appointed the following committees to report the next day:

Auditing:—Messrs. Simpson, Fletcher and O. Frazer.

Nominations and Place of Meeting:—Messrs. R. Chase, Howard and Miller.

Resolutions:—Messrs. Moss, H. B. Chase and Charles Smith.

The program was carried out in full as far as possible, but the absence of W. T. Hood, Dr. E. Lee Worsham and Prof. G. M. Bentley, cut out several good numbers, although the subject of W. T. Hood, "The Nursery Bus-

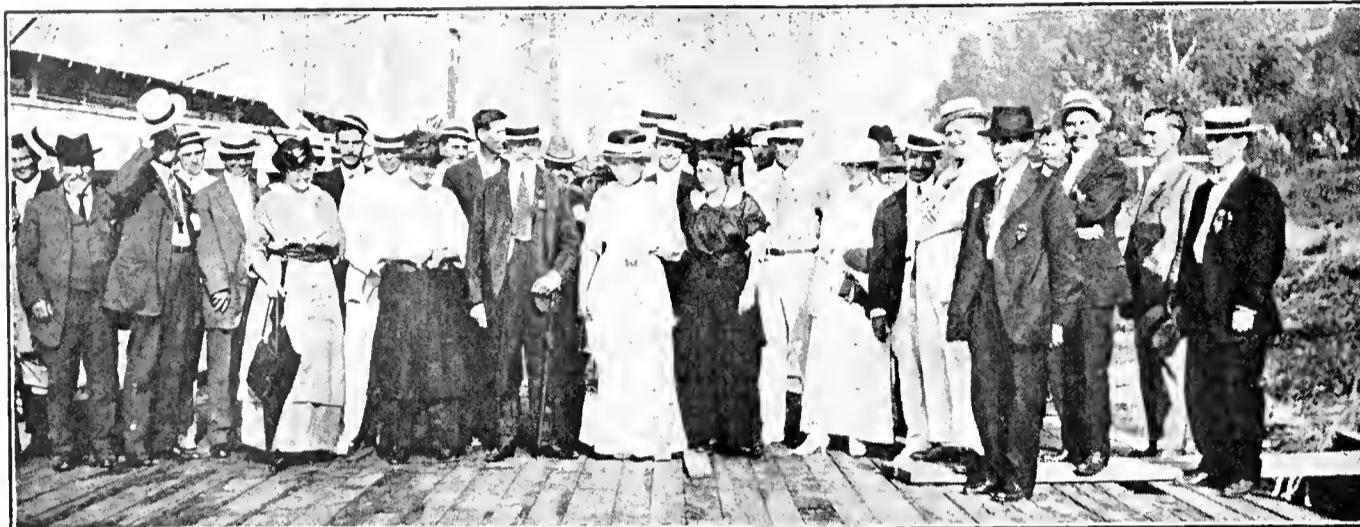
iness of the present compared to the Past" was ably handled by Mr. Harry Nicholson.

On Thursday afternoon the members took a trip down the Tennessee River to the Lock and Dams, a nine million dollar power plant, capable of furnishing 160,000 H. P., but owing to the desire of some of the members to get away early it was impossible to complete the trip, but all had an enjoyable time as the scenery all along the river is very interesting.

While on the boat the committees on Nominations and Place of Meeting made the following recommendations:

On Friday a number of the members accepted the invitation of the Chase Nursery Company to visit their plant at Chase, Alabama, and were royally entertained. Lunch was served in the packing shed, and the table was beautifully decorated with huge bunches of roses, tastefully arranged by the lady members of the Chase office staff.

Toasts were responded to by Mr. Moss and Mr. Henry Chase, after which a tour of the extensive nurseries was made, and the Chase "boys" are certainly to be complimented on the excellent condition of their stock.



*Members of the Southern Nurserymen's Association after returning from a boat ride on the Tennessee River*

For President, Milton Moss, of Huntsville, Alabama; Vice President, Ray C. Simpson, of Monticello, Florida.

Secretary and Treasurer, A. I. Smith, Knoxville, Tennessee, and for place of meeting for next year, Hendersonville, North Carolina, which recommendations were adopted unanimously, after which the convention adjourned.

Many of the members also visited the establishments of the Frazer Nursery Company, and the Huntsville Wholesale Nursery where they were well taken care of.

Taken all through the meeting was a successful one, and we believe the members returned home feeling glad they had made the trip.

## IN WHAT WAY ARE OUR ASSOCIATIONS RENDERING MOST EFFICIENT SERVICE?

*Paper read at the 17th Annual Meeting of the Southern Nurserymen's Association  
By Milton Moss, Huntsville, Ala.*

Mr. Chairman, Ladies and Gentlemen:—

As much as I appreciate the honor to address you I regret that the subject on which I am to speak, namely, "In what way are our associations rendering most efficient service," was not assigned to one more competent to do justice to it. I am glad to say that it has already, in part, been ably and forcefully handled by the gentlemen who have just preceded me and to whom I am grateful for giving you so much that really should be covered by my paper.

I shall have to treat the subject rather briefly owing to the lack of sufficient familiarity with the activities of societies of this character whose chief object, of course, is to make themselves as useful as possible, partly by educational and social means, not only to their members but to everyone interested in their work. In a general way, the great benefits and pleasures to be derived from these meetings are so well known to those attending them, that

it really would seem presumptuous to try to enlarge upon them to this intelligent audience.

Perhaps the most important object accomplished by these meetings is the get-together spirit which brings about a more friendly intercourse resulting in the mutual exchange of progressive thought, new ideas and original experience, the comparing of successes and failures in our line of work, the discussion of means and methods of promoting the efficiency of the work in office and field, of combatting the nursery pests, diseases and other unfavorable conditions which are such sources of aggravation, worry and loss. Often at these meetings a few moments' face to face talk with some member, more than compensates for the time and expense involved in attending them.

Organizations of this character show the great value of co-operation, for instance, in securing desirable legislation. There should also be emphasized the fraternal fac-

tor at these meetings, a large one in the beneficiary line, as it makes itself forcibly felt in personal social intercourse, frequently creating strong friendships. When you return to your desk and have occasion to communicate with others in your line of business, you find it very much easier to write to a person that you have met and feel acquainted with, than to one that you have never met. There is a sort of good fellowship that one gets to feel for a member of the same organization which is very

I believe that the efforts of the Southern Nurserymen's Association are bearing good fruit and that this association has reason to look forward with much encouragement.

You will doubtless all agree that it is a great privilege to meet at so pleasant a place as this. Who could ask for a more delightful spot at which to rest awhile; so conveniently near the heart of an enterprising young city, rich in historic association and with an exceptionally



*Members of the Southern Nurserymen's Association, visiting the Chase Nursery Co., Chase, Ala.*

different from the feeling toward an outsider; there is a more generous giving of good will, confidence and consideration.

The benefits derived from active membership are far greater than those enjoyed by members who pay their dues but cannot make it convenient to attend the meetings. It is well worth the sacrifice of time and money to be present, better still, to take part, for the results to the association are dependent upon the active interest shown.

beautiful environment, a spot so far removed from the city's din and dust—a veritable aerie with its clear, health-giving atmosphere, and a constant exquisite charm of scenic beauty, a most inviting retreat for every lover of nature. Our coming together here will assuredly help to broaden our vision, whet our ambition for the higher and better things of life and leave with us very happy memories.

## WHY ARE WE HERE?

*By E. W. Chattin. Read at the Southern Nurserymen's Convention.*

**T**HIS question has been asked by every inmate of every jail and penitentiary in the United States.

It has been asked by every inquiring man who has at heart the betterment of mankind. Socrates asked this question 2500 years ago and it was repeated by Darwin and Huxley when they began to dig into the "Origin of Species" and the "Descent of Man." It was repeated by such men as Buckle and Froude and Guisot. Adam and Eve first asked the question in the Garden of Eden, and as a result, man has been earning his living ever since by "the sweat of his brow."

Ever since man's fall we have been looking for something higher and nobler in God's creation, and man has been striving to reach something higher and nobler in

life, and we have been taught from man's fall that we should ever try to retrieve that fall.

Scientists say that this earth was created ages and ages ago, and that through the "survival of the fittest," man has reached the development in civilization that we enjoy to-day. Writers on the history of civilization say that each man is a mere atom in the great plan of the universe, and that each of us is put here to do our little towards the elevation of mankind, and that, after all, if one man accumulates a lot of money and does a lot of things for his own selfish end, he has accomplished nothing, and that only the things which he does for humanity in general are what count. Philosophers teach us this doctrine, and they say that by looking over the his-

tory of all nations that have passed and gone we find the individual acquisitions of fortunes and the things that individuals did for themselves never helped mankind in general.

Scientists teach us that when men first began to think they made signs and could not talk and that it took more than 150,000 years for man to learn to use his vocal organs so that he would not have to make signs, and they say that when we look into the faces of our children we can see the accumulated experiences of thousands and thousands of years, all transmitted by inheritance to the children. If all this be true—that we are enjoying the experiences of all the ages that have preceded us—then how necessary it is for us to properly preserve and transmit all of these things to our posterity. In other words, the history of civilization is only the history of past experiences. There are millions of things we enjoy to-day that our ancestors never heard of, and there are millions of things that we have never heard of that our posterity will enjoy. St. Paul said that it behooves us "to strive

for this reason we are called together that we may tell each other of our experiences. Associations are mutually helpful, they enable us to benefit by each others experiences. The government bulletins enable the farmer to profit by the experiences of others.

When a man becomes interested in his business he works at it all the time and his mind is on it. We all cannot see things alike and some will gain experiences that others will not think of, and so it is with the nursery business.

The great work of mankind is to learn how to cope with the forces of nature. Things that we know now and take as commonplace were regarded by our ancestors as miraculous, all because they did not know. And as mankind progresses they will learn many things not dreamed of today.

Men in the nursery business, who are really interested, meet together each year and discuss the ways and means of propagating trees and tell their experiences with the different problems that have arisen and the whole coun-



*"An ideal spot to hold a convention,"  
Signal Mountain Inn, Chattanooga, Tenn.*

on towards perfection," although we will never reach it.

Ages ago our ancestry knew nothing of the nursery business. They knew nothing of botany and forestry, and cared less. The fruits that they enjoyed came to them in a wild state. But as man progressed and learned a little more he found that these different fruits could be domesticated, could be cultivated and would double their yields, and on through the ages they have kept on improving the different plants.

Our nurserymen know of diseases and of breeding and propagating and of different things that those who have gone before never dreamed of. They have learned that the cultivation of apple and peach orchards are not so much a matter of luck as it is knowing how to do it. They have learned that spraying trees will prevent the fruit from being wormy and faulty. All these things are the result of experience; and when one man finds out something that the others do not know he owes it to humanity in general to let his fellow workers know it, and

try benefits. Making money is a mere incident to the nursery business. It is a science and should be studied by all in this manner. Lawyers, preachers, and doctors have associations, and when men are interested in their work they certainly derive a great benefit from discussing it with others.

Let a school-boy want an education and you will see him studying his books and burning the midnight oil. His mind is on the subject, and he will discuss it with everybody because he is imbued with that idea. Let a preacher have religion—real religion—in his bones, and no matter what denomination he may belong to he will help humanity in general. He will let it be made known and it does not take a philosopher to see that that man has religion. So it is with nurserymen; if they are real nurserymen the financial side will not dominate their business to the extent of making them forget what they owe to their brother nurserymen. Of course the finances are to be reckoned with, but their ideas should be co-op-

erative not competitive, and so I say the object of our association is to promote the nursery business. It is to give the other man the benefit of our experience and in turn to learn his experience, and this is "why we are here." All nurserymen should be here. If a man gets

one new idea concerning the nursery business, it has paid him for his time in coming here. I never have yet attended one of these associations without feeling that I was more than repaid for attending. I am glad I am here and am glad I am able to tell you I am here.

## SHADE TREES FOR THE SOUTH

*Read by R. C. Berckmans, at the Southern Nurserymen's Convention*

**W**HAT is a tree?—is a question often asked and not easily answered. The same species may assume a tree form or remain shrubby according to the climatic conditions, soil and other factors.

Usually a tree is defined as a woody plant rising from the ground under normal conditions with a single stem, and attaining a height, say from ten to twelve feet.

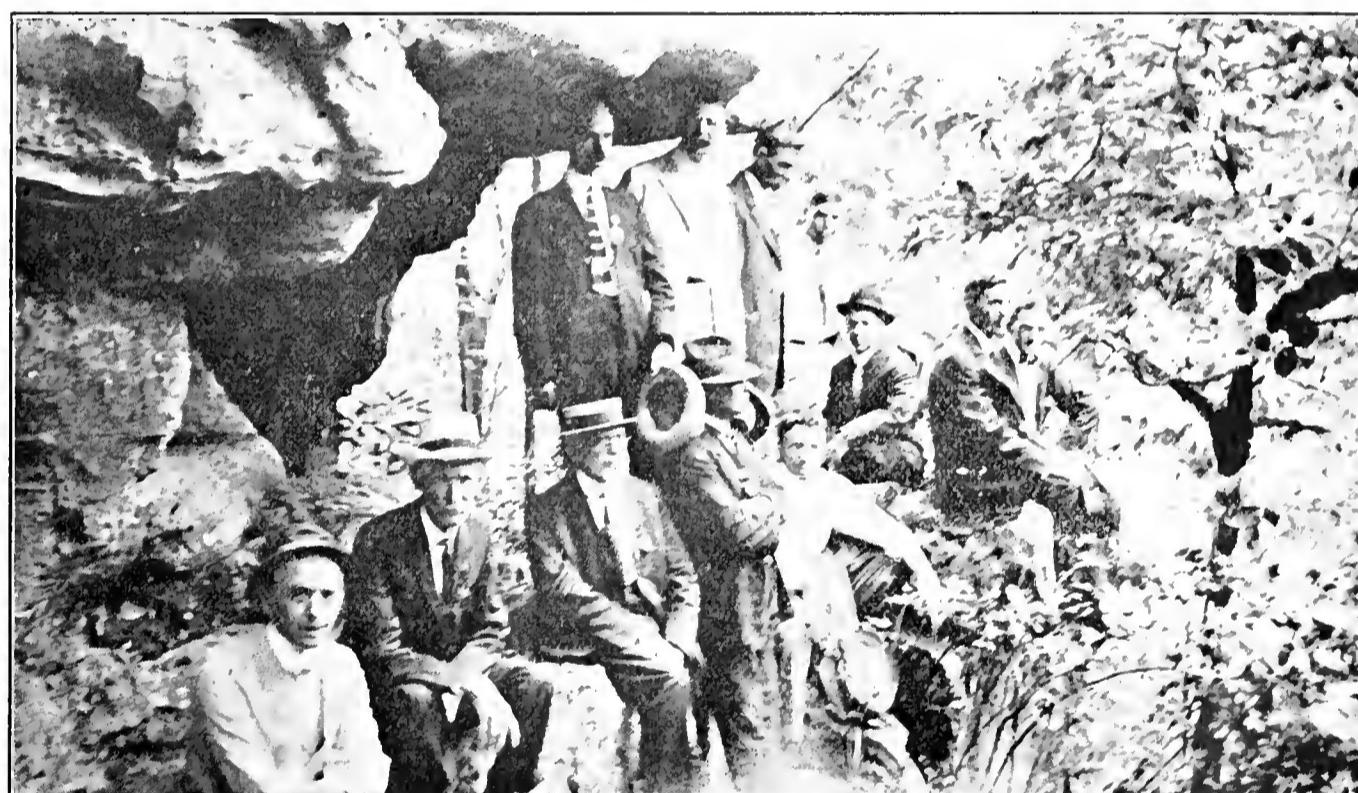
Trees are the most prominent feature of the vegetable world, and surpass all other organic beings in height and magnitude. As conspicuous, however, as they are, they represent only a small percentage as regards species.

In the United States there are only about six hundred species. The farther south you go the greater the num-

mental properties of the trees, their rate and mode of growth, and their requirements as to soil, situation and climate.

After the surface of the ground, the most permanent feature of the landscape is the tree; the proper selection and location of a variety that will bring about the most artistic effect, and their fitness to the soil and climatic conditions; For mistakes made in this are not soon corrected, and rarely without injury to the original design.

The fundamental purposes of trees in landscape gardening are to supply the great masses of foliage, which frame and divide and partly constitute the views; to em-



*Members of the Southern Association on Signal Mountain*

ber of tree-like species increase, and toward the Arctic regions it decreases.

The uses of trees are manifold, and a country from which its forests have been destroyed, becomes almost uninhabitable and worthless to mankind.

The forests furnish wood and timber; exercise beneficial influences on the climate and health; act as regulators of the waterflow; prevent erosion, and also the removal of soil by other agents. Besides all this, many trees yield other products of great economic value, and, especially the many fruit-bearing species.

The aesthetic value of trees must not be underrated, though it cannot be counted in money. It is curious to note how little value or attention the average land owner or municipality will give to the tree.

To the landscape architect a thorough knowledge of trees is absolutely essential. He should know the ornamental

phasize the elevations; to vary the sky line; to shut out unsightly objects; to intensify the beauty of buildings, and to furnish shade and shelter.

The number of species suitable for street planting are not as numerous as we should imagine, and are limited by the necessarily heavy restrictions as to height, spread, sewer penetration and side-walk raising, imposed by municipal street departments.

Many of the first objections can be overcome by proper pruning to a uniform height at frequent intervals. It is not wise to use trees of very rapid growth in town planting. They soon become too large and require frequent trimming, which, in most cases, is mutilation, and they are most likely to interfere with sewerage.

Unsatisfactory results in street planting so often met

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men and horticulturists are cordially solicited.

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## AMERICAN ASSOCIATION OF NURSERYMEN

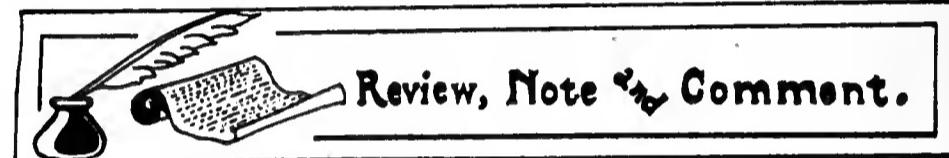
We note that our contemporary suggests a reorganization of the American Association of Nurserymen. Those members who have known this organization since its institution and the great and wonderful work it has done must feel very bad at the mere suggestion. While no human being is perfect, much less associations of them where there are many conflicting ideas and opinions, yet the many great benefits that have been derived from the American Association of Nurserymen speaks well for its objects and work. Instead of suggestions for destroying it they should rather be for mutual help. The Association is for the benefit of the trade at large. There are no restrictions to its membership nor should there be. The poor, struggling nurseryman who is just beginning is really more deserving of help than the long established concern which is already on a secure foundation. It is possible to lead a horse to water but it is not possible to make him drink and it should be possible for every nurseryman to join a society so he can benefit if he will, without any restrictions and it is then up to the great body to aid and teach by their ideals and business principles the proper way to do business. What better way can it be done than through such an organization as the American Association of Nurserymen? Those who have attended the meetings cannot help but have been benefited. The last meeting was particularly enjoyable in regard to the ideals expressed in the different papers, and any nurseryman hearing these papers couldn't help but be impressed by the fact that the successful nurseryman must be one whose ideals are high and whose business policy is the just one, and that reprehensible practices will never tend toward success. Any attempt at reorganizing would simply mean pulling down and undoing the work that has already been accomplished along these lines.

Read the Proceedings of the 39th Annual Convention compiled and distributed by our efficient secretary, John Hall, although you may be more or less familiar with them, they will prove an inspiration and above all don't omit the last page or fail to act upon the suggestion of the Secretary.

## NURSERYMEN ARE OPTIMISTIC

It is cheering to note the optimistic tone of nurserymen in regard to business conditions, but after all, why should they not be optimistic. The fact that the country is passing through such unprecedeted conditions with so little disturbance is wonderful. A decade ago these conditions would have brought ruin and disaster to many lines of business. The worst that can be said of the present is that everyone seems to be playing a waiting game and at the same time preparing to take advantage of the first signs of improvement.

Growers of nursery stock need not wait as far as production is concerned, by the time stock that is being propagated now is ready for the market there is every prospect there will be a greatly increased demand with many sources of supply eliminated.



## Review, Note & Comment.

The present European war will undoubtedly be the means of disturbing the old channels of trade. At the present time it is still uncertain just what fruit tree stocks, roses and conifers will be obtained from France. According to all reports however, bulbs and other stock are coming in from Holland and the prospects are good for the English growers being able to ship and no doubt there is a large supply of fruit stocks, roses and conifers available in that country.

Stark Bros. Nurseries & Orchards Company, Louisiana, Mo., sent this office samples of their new Early Elberta Peach from their Utah Orchards. The fact that the peaches arrived in fine shape after traveling such a distance speaks well for their shipping qualities. They were certainly beauties, large, firm flesh and real juicy with a splendid flavor. From the samples received this variety is evidently all that the Stark Bros. Nurseries and Orchards Company claim for it.

Graham Nursery Company, Mechanicsville, Iowa, who recently had such a disastrous fire which destroyed buildings, tools and horses, are coming out in fine shape and will be able to take care of their stock better than ever. The past experience now enables them to prepare in a better way to handle their business. They report trade as being fine.

The new storage shed and packing room is 130 feet long, 32 feet wide, 14 feet high, bottom part is solid 12 inches concrete wall, with the upper portion 10 inch cement blocks, double lined inside from bottom to plate, making a very substantial cellar.

They have a surplus of most everything in the wholesale trade that is grown in their section, such as apple, pear, plum, peach, shrubs and ornamental plants.

# OPINIONS ON THE EFFECT OF THE EUROPEAN WAR ON THE NURSERY BUSINESS

## IMPORTS AND THE WAR

September 19, 1914.

We are always pleased to give any information we can to National Nurseryman readers, but in writing about war matters, it should be borne in mind that the progress of the war changes conditions and prospects of shipments every few days, so that what we write to-day might easily be subject to great changes before this is in print or is read by your subscribers.

Belgium ships immense quantities of Azalea Indica, Palms and other plants here each September and October and up to ten days ago we did not expect shipments, yet there are now hundreds of cases on the way across from Rotterdam, shipped via canals through Terneuzen. When you consider that some of these shipments left Ghent, Belgium, September 2nd to 5th—the days when German forces occupied Ghent after dropping bombs on the city, it leaves us not without hope of receiving shipments from every European source including Germany and France.

Of course most nurserymen are interested in French shipments, for nearly all of our fruit stocks come from France. These are grown principally in the "chateau country" which runs along the Valley of the River Loire between Angers and Orleans, shipments are usually routed via Paris to the northern French and English transatlantic ports. When the war broke out, the nurseries and offices were largely stripped of effective men, but most of those have been replaced and work in the nurseries continues as in times of peace. The nurseries are still intact and are in good shape, the fruit stocks are still there, growing fine and are receiving every care and as the nurseries are all located in the west of France, there is very little chance of any invasion affecting them; the transportation problem is the only one to solve.

We expect all shipments to arrive from France in proper season, though some orders may be late. If the stocks were now ready to ship, we could forward via Paris, but if Paris is invested or again threatened by shipping time, it is likely that the French Nurserymen will show the same resourcefulness as the Belgians and ship in barges down the River Loire from Angers and Orleans to Nantes, thence by steamer to transatlantic ports.

The principal Holland nursery centers are Boskoop, Oudenbosch and Dedemsvaart. As Holland is neutral—and likely to continue so, there is no doubt at this time that shipments will continue to come from there. The railroads are free again, but the system of canals in Holland makes commerce almost independent of railroad transportation.

English shipments will arrive too. So long as the Allies continue to control the water routes, business between America and all European countries will continue. We even expect to receive German shipments, sold to our Holland connections and repacked and reshipped from there via Rotterdam. Shipments from Madagascar, Australia and Japan are on the way too, but they will likely be much delayed in reaching us.

The steamship companies have cancelled all freight contracts and in most cases refuse to quote rates. None of them are taking advantage of the situation and though rates will likely be raised in some lines to cover the additional risks—they will not in any case be excessive.

Don't think that in this article we are trying to look at the bright side of the picture only, that we are whistling to keep up our courage, what we write here is based on bushels of letters and cables from many sources, supplemented by a thorough grasp of the war's progress and by the intimate knowledge of conditions in the several European nursery centers, which we have visited many times. We take very little stock in what our European firms write or cable (though they insist that shipments will be made) because we know that they are fed only on the victories of their own forces and the strict censorship prevents them getting the general information that we get here.

These are busy days for us. Requests for information are reaching us from all sources, including Europe. Visitors call who have just escaped from Europe. Our European firms send us stories of atrocities, committed always by the enemy, but like President Wilson, we sympathize with all of them, they are all our friends—but we are neutrals.

Yours truly,

McHUTCHISON & Co.

Rutherford, N. J., September 2nd, 1914

We are forever hopeful and look for a larger business this year than in previous years.

We have the stock and we believe there are plenty of customers for it. We are working to this end and hope our expectations will be realized.

BOBBINK & ATKINS.

Augusta, Ga., September 4, 1914.

In this section the European war is having rather a demoralizing effect on trade, especially here in the South, where our main staple crop is cotton.

On account of the low and uncertain price of cotton, and all export trade in this line being cut off, there is little or no cotton being sold; consequently the farmer is holding for a better price, which will likely come about shortly, but in the meantime he is saving all of his money and not spending it except for the necessities of life.

In our opinion there will be a very large shortage in certain lines of stock that the average nurseryman depended on the European grower to furnish. Daily we are receiving inquiries for this line of stock in large quantities, and, fortunately, we have propagated quite heavily on many things that Holland and Belgium nurseries furnish the trade.

I hope to see things brighten up in the near future, from the fact that the South has made one of the largest crops in years, not only in cotton but in corn, hay and

other products, and this war will be a lesson to our American people to grow more at home, and not depend on foreign countries for so much of our supplies that we can produce abundantly and grow well in this section.

Yours truly,  
P. J. BERCKMANS Co.,

Berlin, Md., September 4, 1914.

So far as my observation goes, the European war will have no effect whatever on the nursery business. We specialize on peach, apple, shade and ornamental trees. I think it is a good time for American people to sell their own products and this may be the means of the American people waking up to the fact of how they can take care of themselves, in many ways and especially in the nursery line.

Yours truly,  
ORLANDO HARRISON.

Norristown, Pa., September 10, 1914.

It is up to us all to keep in an optimistic frame of mind and when our customer talks war, talk trees and make a sale and you will help the other fellow make a sale also but *do not talk war* it's hell and that's bad business.

So far as I can see, I can truthfully state that we are going to be as busy as last fall, we have as many orders booked and as many hanging fire, so I feel quite confident that another splendid season will crown well directed efforts in business getting.

I wish to acknowledge that my little ad. in the National Nurseryman, has brought good results.

ADOLF MULLER.

Shenandoah, Iowa, September 12, 1914.

It is difficult to give an opinion of value as to what effect the European war will have on trade conditions. No doubt, it will have some effect. If American nurserymen should not be able to import any French stock, it will result in a shortage in the future in many kinds of stock, especially in cherry and plum trees. The outlook for trade for the ensuing fall and spring is very good. Retailers have generally made good sales and I anticipate an active demand for most kinds of stock.

As usual, in some lines the supply will be greater than the demand, but on the other hand, there are many kinds of stock that will be scarce. We can hardly hope that trade will be up to last years' standard, yet should have a good years business.

Yours truly,  
E. S. WELCH.

Chase, Alabama, September 4, 1914

No doubt the unusual conditions owing to the European war will effect collections this fall in the South, because of the fact that the Southern planter will not be able to market his cotton at a fair price. The southern retail nurserymen have booked a big business for delivery this fall and winter, and we are all hoping that the Government will devise a plan that will really help the Southern planter to carry his cotton. If the Government could control the planting of cotton next year,

reducing the acreage by say 50 per cent. if this war continues until January 1st, and 75 per cent. if it is going on at planting time, it would result in great benefit to the South, in that the cotton planter would be forced to go into grain, hay, live stock, corn and wheat. If there be no attempt to control the acreage next year, and a fair crop of cotton is made to come on to the market on top of this year's surplus, which cannot be exported, cotton would a year from today be almost worthless.

Under these conditions Southern bankers are not going to advance money freely on this year's surplus cotton. We feel that the South will be the only section of the country seriously affected by the war.

CHASE NURSERY COMPANY, *H. B. Chase, Pres.*

Manchester, Conn., September 11, 1914.

There has been some falling off on our sales for Fall and next Spring's delivery. Up to the middle of August our sales were not as good as last year, but now we seem to be getting about the same amount of business.

Our wholesale trade seems to be about normal. Of course, if we do not get our stock from the other side, we are going to be hammered, and it is going to make it bad for all of us next spring, but we all hope for the best. We trust that the war will be over in time so that we will have no difficulty in getting our French seedlings in this spring.

Yours very truly,  
C. R. BURR & CO.

Geneva, New York, September 11, 1914.

We cannot see how the nursery business should be effected by the European war except in the matter of importations, and it is too early at the present time to determine what the effect of the war will be on importations from France. At the present time there seems to be a very active demand for all classes of nursery stock.

Very truly yours,  
W. & T. SMITH COMPANY.

Lake City, Minnesota, September 5, 1914.

We do not think the war will seriously affect the nursery business in the territory which we cover, which consists of several states in the northern middle west. Give us good crops and fair prices, and we are not afraid of war, politics, or inter-national complications, as there will be lots of money and lots of business where money is, for people who go after it.

We think, however, that the war will affect the supply considerably. Fortunately, we do not import very much nursery stock, and have a splendid general assortment of ornamentals and fruits of our own growing for our general retail and wholesale trade. Those items which we do not grow and are principally imported, we shall not attempt to sell.

Nurserymen as a whole, we believe, must depend upon what is grown in this country for their general supply. A few scattered shipments may come through safely from abroad, and Holland will furnish considerable stock, but at the best the importations will be reduced to a low point, and there will be a general clean-up in this country in nearly everything, except possibly apples, the

demand for which with us is about the same as one year ago.

E. A. SMITH, Vice President,  
*The Jewell Nursery Company.*

New Haven, Conn., September 2nd, 1914.

Up to the present time our sales of seasonable stock, such as evergreen, herbaceous plants and potted strawberries are quite up to last year's standard, and our Landscape Department is busy. The European war is certain to have some effect on local business. New England is a manufacturing center and some of her products are made for European markets. Recent railroad statements show a heavy falling off in freight business. On the other hand, those who have food stuffs for sale undoubtedly will realize high prices and experience a ready demand during the ensuing winter, which leads us to infer that city sales will have a tendency to fall off and country sales may increase.

There is a strong and popular movement throughout New England for a greater beauty as expressed out-of-doors; active Civic Societies, Village Improvement Associations, etc., prevail everywhere; all tending to create a steadily increasing demand for nursery stock, especially of an ornamental nature. Nothing short of genuine and widespread hard times can seriously interfere with these activities.

THE ELM CITY NURSERY CO.

Morrisville, Pa., September 4, 1914

The European war has come so suddenly and has brought with it new business problems and to many forebodings of the immediate future of business that we do not feel possessed of any insight into what the conditions of our autumn business shall be. Up to the present time it is very encouraging, but what another day shall bring forth we do not know.

The uncertainty of getting nursery stock from Europe does not bother us in the least, as we are growing big quantities of varieties that we formerly imported.

Business needs some re-adjusting to the new conditions, but we are decidedly optimistic about the ability of American people to adjust themselves to new conditions and to get new markets which ought to mean an era of prosperity which the nurseryman should get his full share of.

Very respectfully,

THE WM. H. MOON CO.,  
*J. Edward Moon.*

Fresno, California, September 14th, 1914.

The only factor that seems to operate against the California fruit interest at this time is the difficulty of landing our fruit in the European market. It has been my experience, extending over a great many years, that whenever the price for our fruit, fresh, canned and dried, is one that brings good returns to the grower, there is a consequent demand for all classes of nursery stock. Just prior to the war the prices of prunes and apricots ruled considerably higher throughout California than for a number of years past. Fully 60 per cent. of these fruits

in the dried state have been sold for export through the European market. The crisis in Europe disturbed the channel for carrying these fruits to market and in consequence of this packers were placed in rather an unfortunate position, because they could not make their deliveries. It looks very much now as if the market in the United States will probably clean up a good part of these fruits and should this be the case there is every reason to believe that the demand which has been unusually good for both these varieties of fruit trees for several years past will be as active this season as before.

The very fact that lemons, figs, raisins and table grapes will not be exported from Europe to any great extent is causing unusual high prices to rule for these products and as I said in the beginning of my letter, it is almost sure to result in a very active demand for nursery stock on this account.

The United States will have to rely very largely on California for its supply of olive oil and olives pickled and as we are only at this time producing a very small quantity, probably less than one-tenth of the actual consumption, the prices for both these products will be very much higher than they were before.

You understand that shipment of nursery stock in California does not commence until about January and if hostilities should cease between the present time and that date, those who are engaged in raising agricultural and horticultural products would receive such good prices for same that the amount of money which will be floated around throughout the country will have a beneficial effect on all classes of business and I think the nursery business can be counted in as receiving its share.

Yours very truly,

GEO. C. ROEDING.

Rice Bros. Nursery Co., Geneva, New York, had a narrow escape from a bad fire, which for a time threatened their large storage houses and packing sheds. It started from a tar kettle that was being heated on the roof. The employees kept the flames in check until the arrival of the firemen.

The loss is estimated at about \$300.00 fully covered by insurance.

#### STATEMENT OF OWNERSHIP, MANAGEMENT, ETC.

Of the NATIONAL NURSERYMAN, published monthly at Rochester, N. Y., required by the Act of August 24th, 1912.

Editor, Ernest Hemming, Flourtown, Penna.

Managing Editor, Ernest Hemming, Flourtown, Penna.

Business Manager, Thomas B. Meehan, Dresher, Penna.

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Known bondholders, mortgagees and other security holders, holding 1 per cent. or more of total amount of bonds, mortgages or other securities.—None.

(Signed) THOMAS B. MEEHAN, Business Manager.

Sworn to and subscribed before me this 21st day of September, 1914.

Victor Paul, Notary Public.

My commission expires Philadelphia, January 21st, 1915.

## REPORT OF LEGISLATIVE COMMITTEE, NEW YORK STATE NURSERYMEN'S ASSOCIATION

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September 10, 1914.

**S**INCE the organization of this Association, two matters have come to the attention of your Committee.

First, New York State legislation. Most of you are aware that this matter has been adjusted in a fairly satisfactory degree, and are familiar with the provisions of the existing law, so that a long report on this subject is unnecessary.

During the session of the Legislature of 1913, a bill was introduced by Assemblyman Vert, the provisions of which were so radical and unreasonable that had it become a law, it would have made it very difficult or impossible for any responsible nurseryman to continue business in this state. The matter was handled informally, and we succeeded in defeating the bill. After the organization of this Association in September, 1913, and the appointment of your Legislative Committee, it was learned that the New York State Fruit Growers' Association intended to re-introduce the bill during the legislative session of 1914. Your Committee had several conferences with the Fruit Growers' Association and finally succeeded in agreeing on a measure which is not very burdensome to the nursery interests.

The bill has been widely printed and distributed, and is no doubt familiar to all of you. It makes a few changes from the previous law in that it extends the statute of limitations long enough to allow trees to come into bearing and determine the correctness of the variety, so that if incorrect, purchasers may have an opportunity for a damage suit. It provides that in every case of a sale of fruit-bearing trees in lots of twenty-five or more, when by written contract, the seller must at once furnish the purchaser a copy of such contract, upon the face of which shall be plainly printed the clause which provides that if the contract is not in writing, the burden of proof shall be on the seller to establish the fact that there was a limited liability or non-guarantee understanding at the time of purchase. This only applies to sales not covered by a written contract, and somewhat strengthens the position that the nurserymen have taken that if a written or printed contract was properly drawn and contained a limited liability clause, that such contract was binding on both purchaser and seller and would establish the measure of damage in case of trouble.

The law also provides that when requested by letter or in writing on the contract at the time of purchase, the seller must inform the purchaser of the name of the county and state where the trees covered by the purchase were grown, and also the age of the trees.

It also provides that every agent must carry a certificate signed by his principal, showing his authority to act as such agent, and that a duplicate contract must be left with each purchaser.

While the law was not desired and urged by the trade, your Committee feels that the matter is in fair shape, will not be extremely burdensome, and that its passage will no

doubt tend to prevent the urging of more drastic legislation in the future.

### WORKMEN'S COMPENSATION LAW.

There has been and is great doubt as to whether the New York State Workmen's Compensation Law applies to the nursery trade of this state, and particularly whether it applies to some of our employes who are occasionally engaged in such occupations as are termed "hazardous" by the Law. We have felt that we properly came under the exception to the Law granted to the farmer, as it is difficult to draw the line between a general farm, or a fruit farm, and a nursery farm. They all employ the same class of men and use very much the same class of tools and implements, and it is difficult to see where one is more hazardous than the other. So far as information is available, it seems to be the opinion of the Compensation Commission that nurserymen as a class are not covered by the Law, but that some of our employes, like teamsters, box makers, greenhouse men handling boilers, etc., are under the law. The opinion of the Commission is not final. It is subject to appeal to the higher courts of the state, and even with a positive opinion of the Commission, nothing absolutely definite can be known until a test case can be brought and decided by the Court of Appeals.

In the meantime, many nurserymen have covered their risks by policies in liability insurance companies, but the rates are high and will remain high until a final determination of the case is reached, and it is the understanding that if the final decision is to the effect that our employes are not covered by the law, that the rates of the liability companies will be reduced.

It seems advisable, therefore, that a test case be brought as quickly as possible, and it would seem as though we had a good chance to win out. If the matter is allowed to drift, we will not know where we stand or what sort of trouble we may get into, should one of our employes be injured or killed. If the Commission should decide in our favor, that would not prevent an injured employe from making his claim and appealing from the decision of the Commission and taking his case to the Court of Appeals, and as the higher rates of the liability companies will continue until the question is finally determined, it seems wise to arrange for a test case as soon as opportunity offers, and endeavor to find out where we stand.

For these reasons, your Committee would recommend that this Association give authority to your Legislative Committee or some other committee to employ counsel and arrange for a test case as soon as opportunity offers.

WILLIAM PITKIN, *Chairman,*  
*Committee on Legislation.*

In view of the above conditions, I would suggest to the nurserymen of New York State that in case of accident or injury to any employe, that I be promptly advised.

WILLIAM PITKIN.

## THE CLEVELAND CONVENTION

*By Henry B. Chase, President of the American Association of Nurserymen.*

Last year at Monteagle I told you of the Portland meeting and you remember that the one special topic I enlarged upon was the question of Uniform Legislation, which was brought up at Portland, thrashed out in committee, and is now being handled by a special committee appointed by the National Association. This is a matter that interests every nurseryman in the United States, North, East, South or West, and at the Cleveland meeting the committee reported progress in this work. At the meeting of the Entomologists in Atlanta last January the National Association sent a special committee of five to meet with the Entomologists; that meeting resulted in a "get together" feeling between the Entomologists and the nurserymen, and there is today a better feeling, a better understanding between the nurserymen and the Entomologists than ever before. This is a matter that will take time, but a bill will be worked out eventually that will come as near Uniform Legislation as is possible.

Last year the Southern Association made up a fund of nearly \$200.00, which was sent to Treasurer Younger to help along with the work.

The program at Cleveland was one of the best in years, the illustrated lecture by Mr. Robert Pyle on "Roses"—and Prof. N. E. Shaw on "Ohio Nurseries" and the magnificent paper by Mr. Henry Hieks on "Fitting trees to

climate and soil" was alone worth the expense of attending the Cleveland meeting, if you figure on a dollars and cents basis. There were many very valuable papers and discussions, to say nothing of the pleasure derived from getting together, getting acquainted, meeting your brother nurserymen face to face, and incidentally enjoying the fun and entertainment which was so generously provided for us.

The National Association needs the support of every nurseryman and dealer in nursery products in the United States, and right here I want to urge every member of the Southern Association to join the National Association; it is working through its committees on Legislation, Tariff, Transportation, etc., for you and for all nurserymen. It is, in my opinion, one of the best trade associations in the United States. I want to see a great big increase in the membership of the National Association next year, and particularly from this Southern states where the membership is now so small. The cost to each of you is but \$5.00 per year; the printed proceedings contain information worth many times this sum. Join the National Association and attend this next Convention at Detroit if you possibly can, but join it anyway—you as nurserymen cannot afford to do otherwise.

### SHADE TREES FOR THE SOUTH

*Continued from Page 367*

with, can, generally, be traced to one or all of the following causes.

First—Selection of unsuitable species.

Second—The mixing of several species on the same

Southern States; and is not intended to be complete, but merely suggestive, and can be classified as follows:

#### TREES WITH SHOWY FLOWERS.

*Acer rubrum* (Red Maple); *Aesculus rubicunda* (Red-flowering Horse Chestnut); *Cercis canadensis* (Judas Tree); *Catalpa speciosa* (Western Catalpa); *Cornus Florida alba* (White-Flowering Dogwood); *Hovenia dul-*



500,000 June buds. Huntsville Wholesale Nurseries, Huntsville, Ala.

block, and very often in front of the same lot.

Third—Crowding the trees.

Now having outlined the use of the tree in brief, we can make selection of varieties for special purposes, and this list includes trees of proved hardiness for the Middle

*cis* (Honey Tree); *Koetrea paniculata* (Golden Rain Tree); *Liriodendron tulipifera* (Tulip Tree); *Magnolia Soulangeana* (Chinese Magnolia); *Sterculia platanifolia* (Varnish Tree); *Virgilia tutea* (Yellow Wood); *Magnolia grandiflora* (Southern Evergreen Magnolia); *Stuartia*

*Virginia* (Virginia Stuartia); *Ailanthus glandulosus* (Tree of Heaven)—(Note: Of this tree there are three kinds—two of which have a most disagreeable odor when in bloom—the other variety is almost entirely odorless). *Sapindus marginatus* (Soap-berry Tree); *Robinia hispida* (Rose Acacia); *Robinia Pseudacacia* (Common Locust); *Albizia Julibrissin* (Silk Acacia); *Crataegus coccinea* (Scarlet-fruited Haw); *Lagerstroemia Indica*.

#### CITY TREES.

*Acer platanoides* (Norway Maple); *Acer saccharum* (Sugar Maple); *Acer dasycarpum* (Silver Maple); *Aesculus hippocastanum* (Horse Chestnut); *Celtis Occidentalis* (Hackberry); *Liquidamber styraciflua* (Sweet Gum); *Liriodendron tulipifera* (Tulip Poplar); *Fraxinus Americana* (White Ash); *Quercus nigra* (Water Oak);



"Acres of Roses" Frazer Nurs. Co., Huntsville, Ala.

*alba* and *rubra* (White and pink-flowering Crape Myrtle).

#### TREES WITH BRILLIANT AUTUMN FOLIAGE.

*Acer dasycarpum* (Silver Maple); *Acer platanoides* (Norway Maple);—(Note: It might be claimed of all the Maples that they give most beautiful autumnal effect.) *Rhus typhina* (Stag-horn Sumac); *Liquidamber styraciflua* (Sweet Gum); *Nyssa sylvatica* (Black Gum); *Quercus palustris* (Pin Oak); *Quercus alba* (White Oak); *Quercus rubra* (Red Oak); *Quercus coccinea* (Scarlet Oak); *Liriodendron tulipifera* (Tulip Tree); *Salisburia adiantifolia* (Maidenhair Tree).

#### EVERGREEN TREES.

*Cinnamomum Camphora* (Camphor Tree); *Ilex opaca* (American Holly); *Ligustrum Japonicum* (Japanese Privet); *Magnolia grandiflora* (Southern Evergreen Magnolia); *Osmanthus aquifolium* (Holly-leaved Tea Olive); *Quercus Darlington* (Darlington Oak); *Quercus semper-virens* (Live Oak); *Cerasus Caroliniana* (Carolina Cherry).

#### CONIFEROUS EVERGREEN TREES.

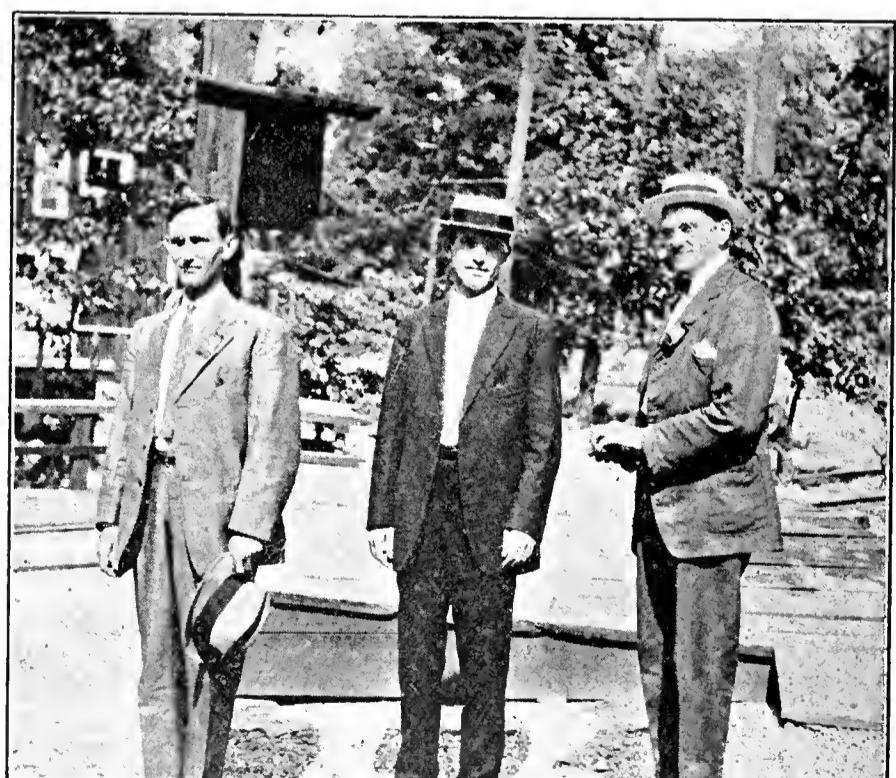
*Abies balsamea* (Balsam Fir); *Abies Fraserii* (Fraser's Fir); *Abies Nordmanniana* (Nordman's Silver Fir); *Cedrus Atlantica* (African Cedar); *Cedrus Deodara* (Deodara Cedar); *Thuya occidentalis* (White Cedar); *Thuya gigantea* (Giant Arbor-vitae); *Chamaecyparis Lawsoniana* (Lawson's Cypress); *Juniperus Virginiana* (Virginia Cedar); *Picea excelsa* (Norway Spruce); *Pinus excelsa* (Bhotan Pine); *Pinus strobus* (White Pine); *Tsuga Canadensis* (Common Hemlock); *Tsuga Caroliniana* (Mountain Hemlock); *Libocedrus decurrens* (Incense Cedar).

*Quercus Palustris* (Pin Oak); *Quercus Phellos* (Willow Oak); *Quercus rubra* (Red Oak); *Tilia Americana* (American Linden); *Ulmus Americana* (American White Elm); *Platanus occidentalis* (American Sycamore); *Gymnocladus Canadensis* (Kentucky Coffee Tree).

#### NEW WESTERN CLASSIFICATION

Louisiana, Missouri, September 8, 1914.

As the chairman of the Transportation Committee has O. K'd this write up, which is the substance of the report



Reading from left to right, Harvey M. Templeton, Vice-President; A. I. Smith, Secy-Treas.; Henry B. Chase.

being prepared by the Western Classification Committee and which is expected will be issued by December first,

although the Northern Nurserymen want 3rd class L. CL. on trees in bundles, tops tied, roots boxed or wrapped and the California Nurserymen want at least first-class on trees rooted in tubs or boxes with the tops protected, and while they have been endeavoring to secure such rates, have not succeeded as yet as it will take time and the matter will have to be placed on docket for discussion before the Classification Committee.

It will be noted, all through the schedule they are going to make the minimum, carloads on all classes of nursery stock, except roots, bulbs and cranberry vines 16,000 pounds subject to Rule 6-B which is going to be a great benefit to all shipments in Western Classification territory, as the old minimum and the new one as shown below will verify.

#### OLD OR PRESENT MINIMUM.

36 ft. 6 in. or less . . . . .	16,000 lbs.
Over 36 ft. 6 in. and not over	
45 ft. 6 in. . . . .	20,000 lbs.
Over 45 ft. 6 in. . . . .	24,000 lbs.

#### NEW MINIMUM

cars 33 ft. 6 in. and under 14,560 lbs.	cars Over 33 ft. 6 in. to and inc. 34 ft. 6 in. 15,040 lbs.	cars Over 34 ft. 6 in. to and inc. 35 ft. 6 in. 15,520 lbs.	cars Over 35 ft. 6 in. to and inc. 36 ft. 6 in. 16,000 lbs.
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cars over 36 ft. 6 in. to and inc. 37 ft. 6 in. 16,480 lbs.	cars over 37 ft. 6 in. to and inc. 38 ft. 6 in. 16,960 lbs.	cars over 38 ft. 6 in. to and inc. 39 ft. 6 in. 17,440 lbs.	cars over 39 ft. 6 in. to and inc. 40 ft. 6 in. 17,920 lbs.
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cars over 40 ft. 6 in. to and inc. 41 ft. 6 in. 18,400 lbs.	cars over 41 ft. 6 in. to and inc. 42 ft. 6 in. 18,880 lbs.	cars over 42 ft. 6 in. to and inc. 43 ft. 6 in. 19,360 lbs.	cars over 43 ft. 6 in. to and inc. 44 ft. 6 in. 19,840 lbs.
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cars over 44 ft. 6 in. to and inc. 45 ft. 6 in. 20,320 lbs.	cars over 45 ft. 6 in. to and inc. 46 ft. 6 in. 20,800 lbs.	cars over 46 ft. 6 in. to and inc. 47 ft. 6 in. 21,280 lbs.	cars over 47 ft. 6 in. to and inc. 48 ft. 6 in. 21,760 lbs.
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cars over 48 ft. 6 in. to and inc. 49 ft. 6 in. 22,250 lbs.	cars over 49 ft. 6 in. to and inc. 50 ft. 6 in. 22,720 lbs.	cars	cars
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16,000 lbs., subject to Rule 6-B.

The above is inside measurement, therefore, as refrigerator cars are almost all under 36 feet you can see at a glance what a benefit this is going to be, in fact on all cars.

Truly,

CHARLES SIZEMORE,  
*Chairman, Transportation Committee.*

#### BOSKOOP, HOLLAND, AND THE WAR.

Since August first the war in Europe has been raging with an intensity that the world has never experienced before. The glorious discoveries of peace are now being misused for purposes of war.

The American daily papers will undoubtedly give a true and up-to-date account of the proceedings and it will be needless for us to picture the war incidents.

We are happy to state that Holland so far has kept neu-

tral and we have the most positive assurance that our government will keep this up by every possible means in its power. This is for us a great consolation as we have no desire to mingle in the great fight against nations with which we have lived in peace, ever since we can remember and to which we have feelings of friendship only.

The neutrality of Holland places us in a happy position. We can ship to several countries. It may be that there will be some delay as we will depend upon the steamships available, but we are assured that the Holland-American Line will keep up its service, and that there will be no increase in freight rates and insurance premiums.

We can report that owing to the favorable weather during the growing season, the stock is in beautiful condition and there is plenty of help to keep it so. Packing and shipping will be delayed very little.

Prices have not changed materially on account of the war.

Nurserymen and florists, who placed their orders with Boskoop houses can depend upon receiving their goods as usual without increase of cost.

It is sincerely to be hoped that the war may soon be over and that the higher human motives may ultimately triumph in Europe.

AMERICAN EXPORT NURSERYMEN'S SOCIETY AT BOSKOOP,  
*per J. Dykhuis.*



#### Business Movements.

Mr. George A. Green, Hon. Secretary of the New Zealand Association of Nurserymen, Inc., New Zealand, Australia, writes:

The New Zealand Department of Agriculture appear to be giving us a rest in the matter of the Root Knot but up to the present we have been unable to secure a revocation of the order in council proclaiming it an infectious disease under the Garden Pest Act.

According to the St. Louis Republican a bill is before the House of Representatives to reinstate to the United States Navy Lloyd C. Stark, Vice President and general manager of the Stark Brothers Nurseries, of Louisiana, Mo.

Mr. Stark was graduated from Annapolis as midshipman in 1908. Several years ago, after attaining the rank of ensign, he resigned because of the ill health of his father and the death of his uncle the late State Senator Eugene Stark, to take over the management of the nurseries, but recently the affairs of this concern were so arranged as to permit Mr. Stark to return to the navy. Should the bill pass, while the nursery business will lose a very valuable man, the navy will gain a good one as Mr. Stark was one of the best marksmen in the world. He was a member of the international rifle team and while in charge of a gun crew on one of the battleships made a record that has never been surpassed.

## BOOK REVIEW

A remarkably fine Bulletin has been issued by the New York State Department of Agriculture on Peach yellows and Little Peach, prepared by George G. Atwood, Chief, Bureau of Horticulture and Nursery Inspection.

It presents an analytical study of these diseases and is illustrated with 35 beautifully executed colored plates portraying the different stages of the diseases covering a period of four years.

It should prove of immense value to the peach growing industry.

The second volume of "The Standard Cyclopedia of Horticulture" by L. H. Bailey, has been issued. It contains about 600 pages and 769 cuts covering subjects from C to E.

It hardly seems possible that reference made to this work could end in disappointment. It is so complete in all its details, not only botanically but practically as well. The labor in compiling such a work must have been stupendous.

The gardener will find in it very complete descriptions of varieties of such groups of plants as *Chrysanthemums*, *Codiaeum*, *Cypripedium*, Dahlias, etc., in addition to the latest practical methods of culture invariably written by well known specialists.

The fruit grower, nurseryman, florist, farmer, student, amateur, in fact all who are interested in plant life will find it a complete library in itself, where information can be extracted at a moment's notice. The MacMillan Company, 66 Fifth Avenue, New York, are the publishers and the price per volume is \$6.00.

### A WARNING

Dear Sir:—

During the past two weeks, a party, representing himself as a son or a son-in-law of Henry A. Dreer, has called upon some of the trade in the New England States and on various pretexts has borrowed money.

We, immediately after receiving the first report, published a warning in all of the trade papers, but, in spite of this, we find that the same party is still finding victims.

The fellow is an impostor. If he calls on you, have him arrested, communicate with us, and we will follow up his prosecution. If he has already called upon you, please furnish us with particulars, and if possible give a description of the man which may help in his identification.

Mr. Dreer has no son, and no son-in-law, and no one is representing us among the trade excepting our regular staff of travelers who are all well known to the trade.

Anything that you can do to help bring this fellow to justice will be appreciated by

Yours truly,

HENRY A. DREER, Inc.

contained the names of only 410 members against 463 in the issue of last year, and expressed regret that the lead secured last year had not been maintained. It is indeed surprising that so many nurserymen fail to show their appreciation of the work done by the American Association by holding aloof from its membership. We are glad to learn, however, from Secretary John Hall, that since the issuance of this year's badge book he has received forty-one additional names, making the total membership to date 454, and that he is hopeful of obtaining still more names. He believes that the Detroit convention, to be held June 23—25, 1915, will be even a greater success than was the Cleveland meeting, and that was a "star."

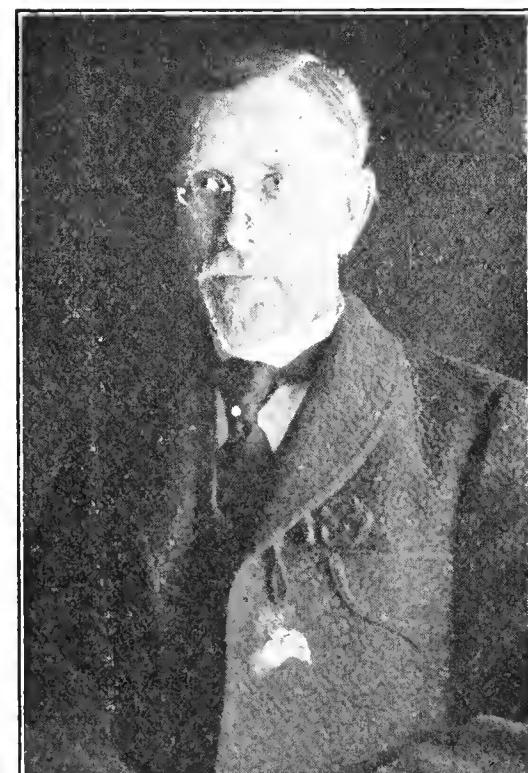
## Obituary.

### HIRAM T. JONES.

It is with much regret we have to report the death of the well known nurseryman, Hiram T. Jones, who died at his home on North avenue, Elizabeth, N. J., August 26th at the age of 59. Mr. Jones had been in ill health for a year or more although he did not take to his bed until about August the 18th.

Mr. Jones established the Union County Nurseries in 1893 and became very well known to the trade, having about a hundred acres under cultivation.

He was born of Quaker parentage at Moline, Ill., but his father removed in the fall of 1858 to New York, where he was engaged during the Civil War in the grain commission business. In 1868 he formed a partnership



Hiram T. Jones

with the late E. W. Herendeen and entered the nursery business at Geneva, N. Y., where his son, Hiram T. at the age of 13 commenced his training in the nursery business, later starting the Union County Nurseries. He is survived by a widow and daughter, Miss R. Dorothea, a

In his address at the Cleveland meeting of the American Association of Nurserymen, ex-President Pilkinson commented on the fact that the badge book of 1914

sister, Mrs. B. E. Rouse, of Geneva, N. Y., and a brother, Dr. William B. Jones, of Rochester.

He always took an interest in social and church affairs, having been an elder in the North Presbyterian church at Rochester, of which he was a charter member and a teacher in the Sunday school. Two years of his life he lived in Philadelphia where he was an elder in the 7th and Brown Reformed church. In Elizabeth he connected himself with the Westminster church, being elected a deacon. He was for some years a member of the Board of Trade of Elizabeth and held the office of President of the S. P. C. A. for a brief while.

#### PETER BOHLENDER.

Peter Bohlender, the founder of the firm of Peter Bohlender and Son, Tippecanoe City, Ohio, died Tuesday, September the 8th at his home in Tippecanoe City. Mr. Bohlender was 78 years old, a native of Germany, but he lived in Ohio for practically three-quarters of a century. He was born in Allenbaugh, Bavaria, Germany, in 1837. It might be said that his ability as a nurseryman was inherited as his ancestors were gardeners and nurserymen.

When he came to Dayton he worked on a farm and later went into the nursery business for himself and has been very successful, leaving behind him the well known firm of Peter Bohlender & Sons. He is survived by three daughters and four sons. The funeral took place Thursday afternoon, September the 10th.



#### From the U.S.D. of A.

##### BULLETINS OF INTEREST TO NURSERYMEN.

**Walnut Aphides in California.** By W. M. Davidson, Scientific Assistant, Deciduous Fruit Insect Investigations. Pp. 48, pls. 4, figs. 18. Contribution from the Bureau of Entomology. (Professional Paper.) Aug. 31, 1914. (Department Bulletin 100.) Price, 10 cents.

Of interest to growers of English Walnuts in general.

**Insect Damage to the Cones and Seeds of Pacific Coast Conifers.** By John M. Miller, Entomological Assistant, Forest Insect Investigations. Pp. 7, pls. 3. Contribution from the Bureau of Entomology. July 9, 1914. (Department Bulletin 95.) Price, 5 cents.

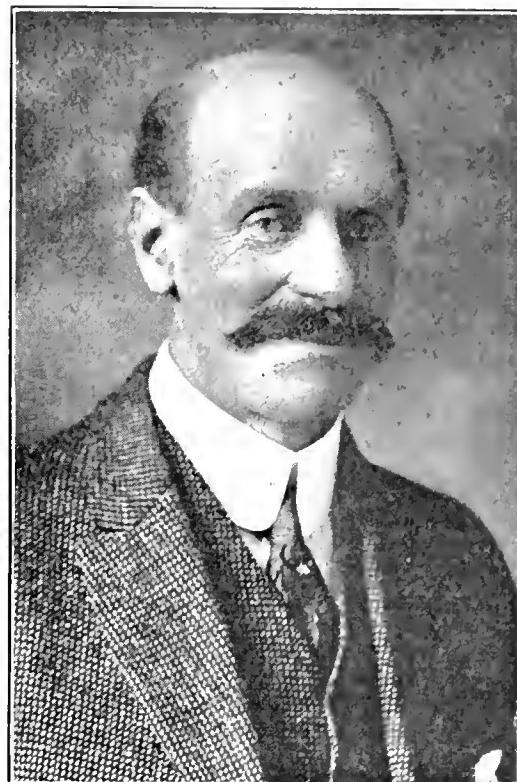
Information regarding insects that seriously affect forest seeds, especially in the coniferous forest of the Pacific coast. A practical paper, of interest to seed collectors, dealers in forest seeds, and planters of forest areas; of particular application to Pacific coast regions.

Owing to the advance in price of Crimson Clover and Hairy Vetch seed, the specialists in the U. S. D. of A. doubt if they can be used profitably as a green manure crop and suggest the sowing of rye this fall adding nitrogen in the form of nitrate of soda.

#### THE VALLANCE NURSERY.

The nursery part of the C. C. Morse & Company, Seed growers and dealers, San Francisco, California, has been bought out by the Vallance Nursery Company and henceforth the C. C. Morse Company will act only as their agents in selling trees and plants, confining themselves exclusively to their seed business.

The Vallance Nursery Company, of which John Vallance, the recently elected president of the Pacific Coast Nurserymen's Association, is proprietor, carries a full line of general nursery stock. The Vallance Nurseries



Mr. James Vallance

proper are at Harward, fourteen miles from Oakland, where they have about thirty-five acres in roses, shade trees, evergreens, palms and coniferous stock. At San Jose, California, they have twenty acres in fruit trees. Their main shipping place is at Oakland where they have their greenhouses, lath houses and pot-grown stock.

Mr. James Vallance is manager of the Vallance Nursery. Both are nurserymen of large experience, having been engaged in the business for the past twenty-five years in California.

#### MORE ABOUT PEACHES

Peaches are used extensively for decorative purposes—for instance, the horse show—and especially the theatrical stage where early peaches as well as those preserved and dried are bunched in groups, still attached to the limbs on which they grew, which always finds favor with the occupants of the front rows whose great delight is to obtain one as a souvenir.

The effects of peaches on the human system are varied and curious. The effects of the species Peacherino is to cause some men to become foolish and make senseless remarks; others to become joyful and extravagant in the matter of jewelry, flowers and chocolate creams. The species Jag makes some men tearful and confiding; others pugnacious.

A chauffeur who knows his business is often able to

carry two distinct loads of peaches of different species at one and the same time, a practice, however, not to be commended as it often leads to the police and divorce courts.

The effect of peaches of all kinds on married men is not always conducive to domestic harmony, and should be avoided as far as expedient or practicable.

### PROPAGATING RHODODENDRONS

The propagation of Rhododendrons may be effected in a variety of ways, each having its peculiar advantages, and a few words on the several methods may be useful.

**SEEDLINGS.**—Raising the plants from seeds is best for several reasons, notably because by it alone can new varieties be produced. It must, of course, be remembered that only the species can be depended upon to come true from seeds, and even these have been known to vary, but the seeds of most of the Himalayan species will be found reliable. For raising moderate quantities of seedlings shallow pans or boxes about one foot in diameter will be found the best receptacle to use. They should be half filled with clean materials for drainage, over which a layer of dry moss or rough pieces of leaf-mould or peat should be placed. After this a mixture of equal parts of leaf-mould, peat and sand should be prepared, and the compost strained through a fine sieve. A layer of this should bring the soil nearly to the level of the rim, and the whole will then be the better for being firmly pressed down.

—W. A. C., *Richmond, in Gardener's Chronicle.*

### AMERICAN ASSOCIATION OF NURSERYMEN

**Executive Committee**—John H. Dayton, Chairman, Painesville, Ohio; Thomas B. Meehan, Dresher, Pa.; J. B. Pilkinson, Portland, Oregon; John Hall, ex-officio, Secretary, Rochester, N. Y.

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#### Chairmen of Committees

**Transportation**—Chas. M. Sizemore, Louisiana, Mo.

**Tariff**—Irving Rouse, Rochester, N. Y.

**Legislation East of Mississippi River**—Wm. Pitkin, Rochester, N. Y.

**Legislation West of Mississippi River**—Peter Youngers, Geneva, Neb.

**Co-operation with Entomologists**—L. A. Berckmans, Augusta, Ga.

**Program**—C. R. Burr, Manchester, Conn.

**Exhibits**—Albert F. Meehan, Dresher, Pa.

**Arrangements and Entertainment**—Thos. I. Ilgenfritz, Monroe, Michigan; John Hall, Secretary, Rochester, N. Y.

**Publicity and Trade Opportunities**—W. G. Campbell, St. Joseph, Mo.

**Editing Report**—John Hall, Secretary, Rochester, N. Y.

**Root Knot**—E. A. Smith, Lake City, Minn.

**Membership**—Will B. Munson, Chairman, Denison, Texas; M. McDonald, Orenco, Oregon, Pacific Coast States; George A. Marshall, Arlington, Nebr., Middle Western States; Harry D. Simpson, Vincennes, Ind., Central States; Paul C. Van Lindley, Pomona, N. C., Southeastern States; Albert F. Meehan, Dresher, Pa., Eastern States; Charles H. Breck, 55 Franklin St., Boston, Mass., New England States.

### STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurserymen's Association**—President, T. E. Burroughs, Deep River, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Rose-acres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New England Nurserymen's Association**—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaup, Richland, Wash.; secretary, C. A. Tonneon, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President J. Vallance, Oakland, Cal.; secretary-treasurer, C. A. Tonneon, Tacoma, Wash. Place of next meeting to be decided later.

**Pennsylvania Nurserymen's Association**—President, Wilmer W. Hoopes, West Chester, Pa. Sec., Henry T. Moon, Morrisville, Pa.

**Southern Nurserymen's Association**—President, J. R. Mayhew, Waxahachie, Texas; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, August 26 and 27th at Signal Mountain Inn, Chattanooga, Tenn.

**Tennessee Nurserymen's Association**—President, Chas. Pennington, Rutherford, Tenn. Secretary, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.

**Western Association of Nurserymen**—President, W. S. Griesa, Lawrence, Kansas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December. Next meeting December 9 and 10th, 1914, at Kansas City, Mo.

## JAPANESE BAMBOO CANES

JUST THE THING FOR STAKING PLANTS AND SMALL TREES

	Per Bundle
6 feet (1000 to bundle) .....	\$ 6.00
6 feet (2000 to bundle) .....	11.00
8 feet (1000 to bundle) .....	9.00
10 feet (500 to bundle) .....	6.00
12 feet (100 to bundle) .....	4.00
14 feet (100 to bundle) .....	5.00
16 feet (100 to bundle) .....	7.00

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NEW YORK

SURPLUS OF 1 YEAR, NO. 1

## Grape Vines

15,000 MOORE'S EARLY

30,000 CONCORD

15,000 NIAGARA

5,000 CATAWBA

Splendid Stock. Ready for shipment after Nov. 1st.

HOW MANY CAN YOU USE?

We also have other small fruits for the nursery trade.  
They are described fully in Allen's 1914 Book of Berries.  
Send for it.

// Write for  
Prices

W. F. ALLEN CO. 96 Market St., Salisbury, Md.

### FRUIT TREES

### ROSES

### MANETTI STOCKS

in heavy quantities

Please write direct as we have no agents.

Catalogue free on application

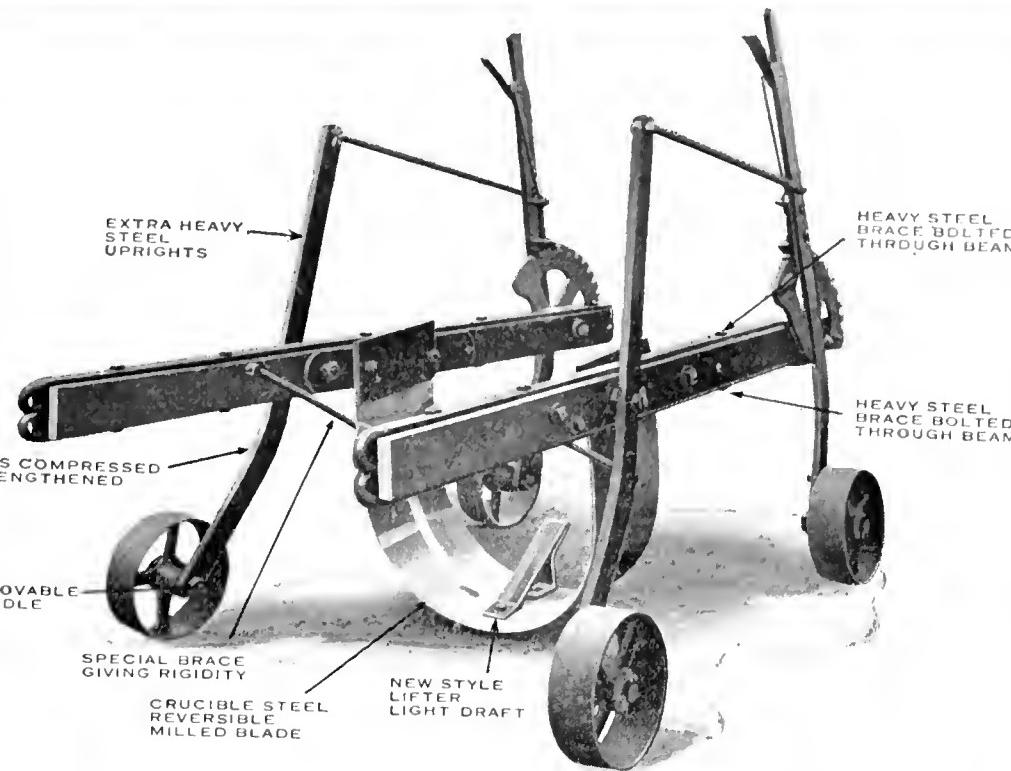
S. SPOONER & SONS,

The Nurseries,

Est. 1820

Hounslow,

England



## A Better Tree Digger for Less Money

We now offer to the trade the new William P. Stark Tree Digger—with practical improvements that make it the strongest, most durable and most satisfactory digger on the market—and at a special low introductory price

**\$75**

### Note These Features

Heavy, crucible steel blade with cut edges milled, not rolled. Blade reversible. Seasoned oak beams, reinforced by heavy, bolted steel brace.

Uprights of 3-inch steel compressed and enlarged at bend, giving additional strength. Special brace from beam to blade makes digger run straight and easy.

**Repairs and Extra Parts Reasonable**  
We furnish extra parts to fit this or any regular standard measurement digger at very reasonable prices. One of our new crucible steel blades with cut edges will double the life of your present digger. Blade alone, \$30.00. Write for full details.

**William P. Stark Nurseries**  
NEOSHO, MISSOURI

Place your orders now for  
**EVERGREEN**  
**Seedlings and Transplants**  
Choice stock for lining out and commercial planting.  
Write for our catalogue and save money.  
**The North-Eastern Forestry Co.**  
Cheshire, Conn.

## SCARFF'S NURSERY

Headquarters for  
Small Fruit Plants

1200 Acres "At it 25 Years"  
 Strawberries      Currants      Rhubarb  
 Raspberries      Gooseberries      Asparagus  
 Blackberries      Grape Vines      Horseradish  
 Dewberries      Privet      Hardwood Cuttings

100,000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See wholesale list before placing your order.

**W. N. SCARFF**  
New Carlisle, Ohio

**HEADQUARTERS**  
....FOR....  
**Oregon Champion Gooseberry**  
and Perfection Currant  
Attractive prices made now for Advance Orders  
—also—  
A very complete line of general Nursery Stock, including a choice assortment of one year Budded, and two year Apple and Pear.  
Correspondence solicited.  
**Portland Wholesale Nursery Co.**  
301-302 Stock Exchange Bldg., Portland, Oregon

**All Nurserymen**  
Wanting FRUIT TREE SEEDS and EUROPEAN Forest Tree Seeds of the very best quality at low prices should write for special offers to

**FRITSCH & BECKER**  
Wholesale Seedsmen Grosstabarz, Germany

Offers of American Tree Seeds appreciated.  
Code, 5th edition A. B. C. used.

**WICK HATHAWAY**  
Dept. 3. Madison, Ohio.  
Offers the trade for fall 1914  
Eldorado, Blowers, Merceru and other Blackberry and Dewberry R. S. Plants, St. Regis, Herbert, Eaton Perfection, London Miller, Marlboro and Cuthbert (Reds). Golden Queen (Yellow). Raspberry—also have acreage of each—in Royal Purple, Shaffer's Colossal, Haymaker and Columbian (Purple). Cumberland, Gregg and other Black Cap for Tip. plants. Also about 30,000 transplants in variety. Strawberry Plants in leading variety. Write your wants and



**Try Hathaway First**

A Large Stock of  
**Apple, Pear, Cherry and Peach**  
**Grape Vines, Blackberry and**  
**Raspberry Plants**  
And a general line of ORNAMENTAL TREES and SHRUBS. All stock clean and thrifty, the best that can be grown.

**T. B. WEST, Perry, Ohio**



(Photo taken September 4th, 1914)

### TWO YEAR DELICIOUS APPLE

Grown by L. R. TAYLOR & SONS, TOPEKA, KANSAS  
The above photo will give an idea of the growth of our two-year-old Apple—other varieties just as good or better than the picture. We have a good assortment and are prepared to make prices that will get your order. We also have a fine lot of ONE and TWO YEAR CHERRY, KEIFFER PEAR, PEACH TREES, FRUIT TREE and FOREST TREE SEEDLINGS. Let us make you prices.

TOPEKA

L. R. TAYLOR & SONS,

KANSAS

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Here is an unusual opportunity to acquire a complete, up-to-date Nursery with modern equipment in thriving city of the Northwest. Business well established. Good terms. Will take part-payment in stock. Best reasons for selling. A snap if taken at once.

K., care of National Nurseryman.

WANTED—A thoroughly competent man to take entire charge of our nurseries. American preferred.

THE NEWBURY, Inc., - MITCHELL, S. D.

#### WANTED

Bechtel's double flowering Crab, 3 to 4 ft.  
" " " " 4 to 5 ft.

Native Thorns  
Wild Cherries  
White Birch

Only Nursery grown stock wanted.

VAUGHAN'S SEED STORE,

Chicago,

III.

WANTED—Capable aggressive young man as correspondent in retail department of large mail order Nursery firm. Must have some knowledge of office systems, advertising and catalog building. Write fully giving qualifications, experience, references and salary expected in first letter.

THE D. HILL NURSERY CO., Dundee, Illinois

**Hardy Ferns      7 named varieties**  
Illustrated descriptive list mailed free.  
Ludvig Mosbæk, Ferndale, Askov, Minn.

### GRAPE CUTTINGS

Chas. C. Nash, Three Rivers and Kalamazoo, Mich.

**SILVER LEAF NURSERIES**  
C. C. Davis - Rose Hill, Va.  
OUR SPECIALTY 1 YEAR PEACH in  
assortment  
5 to 7 ft. Fruit, Juniper and other stock  
Send want list

### Northern Grown Nursery Stock

We Grow a General Assortment of Trees, Shrubs, Vines, Roses and Herbaceous Perennials, Etc.

Prices Reasonable. Wholesale Trade List for the Asking.

The Bay State Nurseries, North Abington, Mass.

# ENGLISH NURSERY STOCK

GROWN IN LARGE QUANTITIES

RHODODENDRONS a splendid lot this season, fine bushy plants. Plenty of the hardy Catawbiense named varieties suitable for the American climate including the newer and superior kinds.

AZALEAS, ANDROMEDA, KALMIA and other American plants in great variety.

CONIFERS a large stock, of all hardy kinds.

HARDY ORNAMENTAL, EVERGREEN and DECIDUOUS TREES.

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Grape Vines, Currants and Gooseberries  
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Grade of Vines for Lining Out  
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Write for special prices.

We have a splendid stock of

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ROSES      CANNAS      SHRUBBRY  
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The Grades I Have to Offer are:

ONE YEAR, 12 TO 18 INCHES  
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TWO YEARS, 2 TO 3 FEET

TWO YEARS, 3 TO 4 FEET  
TWO YEARS, 4 TO 5 FEET  
THREE YEARS, 3 TO 4 FEET  
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All are well branched, bright and clean. The two and three year grades have been cut back one or more times. Very attractive prices—especially in car lots. Correspondence Solicited.

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1 yr. 10-14 in., 6-10 in. and 4-6 in.

Well grown plants

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CONIFER AND ACORNS

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SUMMER GROWN ON OWN ROOTS  
2½ inch for lining out 4 inch for short lists

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**PEACH** one year and June buds of  
all the leading varieties  
Can Make up Assorted Carloads—

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Fine lot of Field-Grown Roses, Ornamentals, Evergreens, etc.

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We are headquarters for ST. REGIS. Write us for prices.

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6-8 in. and 8-10 in. Carolina Poplars				Large Specimen Shrubs, Evergreens, Shade Trees, Roses, Vines	

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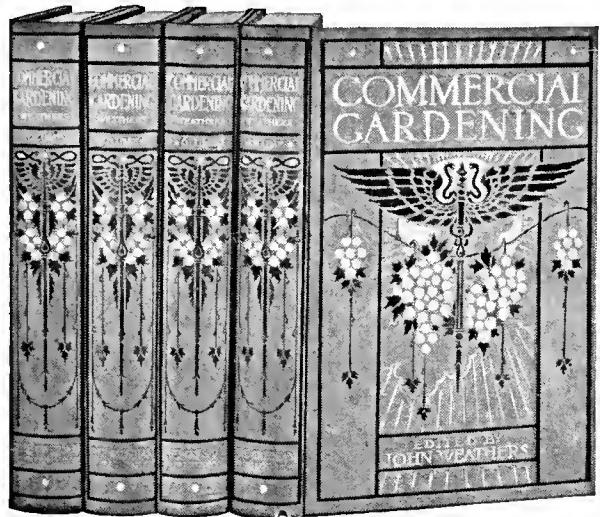
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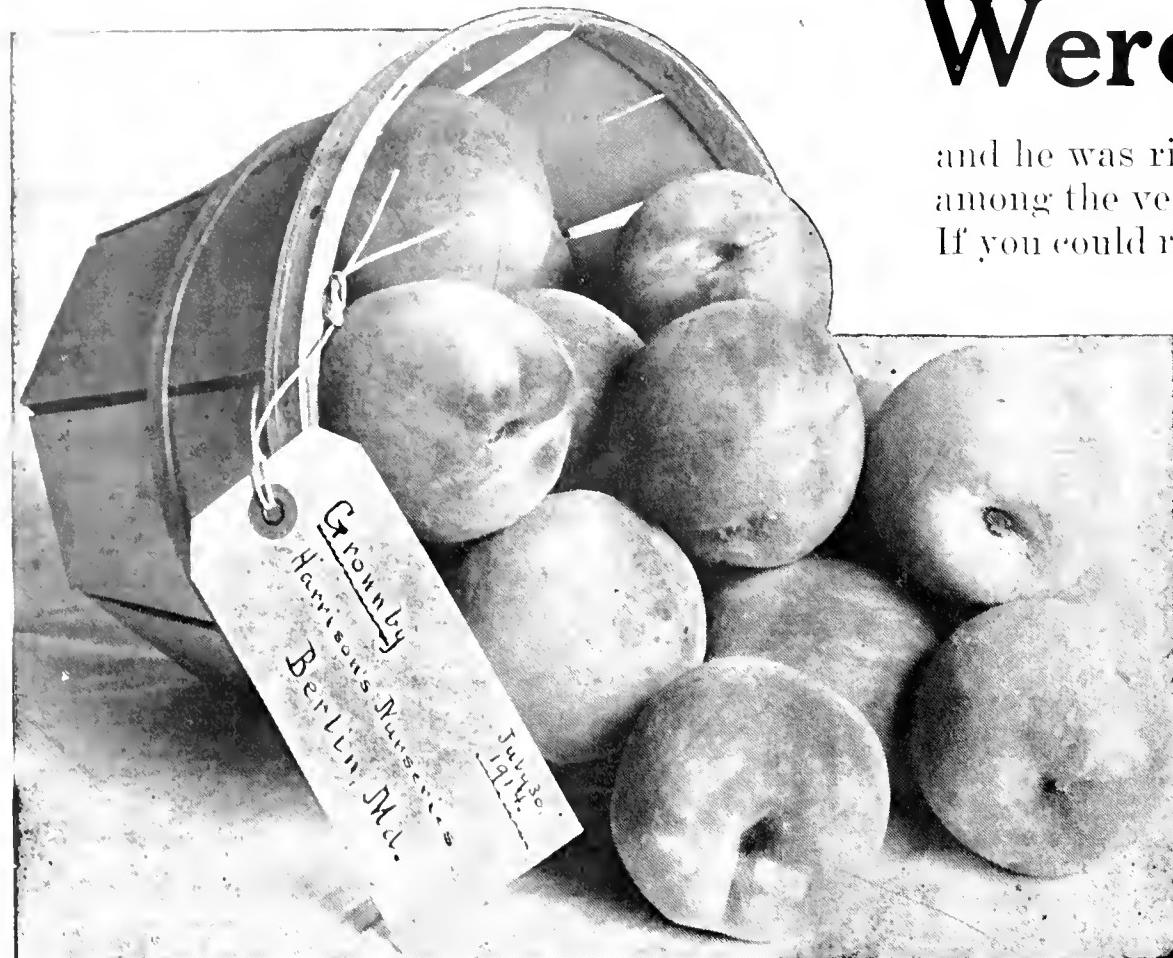
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and he was right—Harrison's Apple trees are among the very finest that are grown anywhere.

If you could ride around our 2500 acres, look

over the blocks of Apples, Peaches, Pears, get out of the automobile and tramp up and down the rows, shoe-deep in the loose, sandy loam, you would "get us" when we say our trees are big and sturdy.

Ask one of the men to dig up a tree. Look at the mass of roots; caliper the trunk; see how the branches are set and the head started. Ask all the questions you want. You will agree with us that Harrison's trees are larger at any age than others, that the methods of cultivation are modern and

according to the best practices. Of course we have some crooked, poor trees the same as all growers but go over to the brush-pile and see what happens to them.

## Here is a List of the Apple Trees that are ready for Fall Trade.

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2,000 Alexander	80,000 Stayman's Winesap
250 A. G. Russett	5,000 Smokehouse
6,000 Baldwin	4,000 Summer Rambo
4,000 Ben Davis	250 Sweet Bough
600 Bonum	500 Talman's Sweet
400 Bismark	250 Transcendent Crab
250 Chenango Strawberry	10,700 Wealthy
500 C. R. June	15,700 Winesap
19,000 Delicious	500 Winter Rambo
16,000 Duchess	2,600 Wolf River
3,000 Early Harvest	39,000 Williams' Early Red
1,000 Fallawater	9,300 Winter Banana
1,200 Fourth of July	1,900 Wagner
9,300 Fameuse	34,500 Yellow Transparent
3,000 Gano	6,200 York Imperial
13,000 Gravenstein	
13,000 Grimes' Golden	
800 Golden Sweet	
270 Hyslop	
1,400 Hubbardston	
20,000 Jonathan	
2,400 King	
2,500 Lowry	
45,000 McIntosh	
2,200 Maiden's Blush	
51,000 M. B. Twig	
1,000 Nero	
2,500 Newtown Pippin	
6,000 Northern Spy	
1,800 N. W. Greening	
1,200 Paradise Winter Sweet	
4,500 Red Astrachan	
20,000 Rome Beauty	
19,000 R. I. Greening	
2,600 Spitzenburg	
5,600 Stark	

### APPLES 2-YR. BUDDED.

46,400 Baldwin	250 Myrick
1,450 Ben Davis	3,400 Nero
240 C. R. June	370 N. W. Greening
500 Delicious	270 Opalescent
200 Dominie	650 P. W. Sweet
4,000 Duchess	600 Rambo
370 Early Harvest	350 R. I. Greening
75 Early Strawberry	2,000 Red Astrachan
300 Fallawater	870 Rome Beauty
500 Fameuse	50,000 Stayman
870 Gano	200 Smith's Cider
10 Golden Sweet	250 Smokehouse
1,800 Gravenstein	370 Spitzenburg
7,000 Grimes' Golden	6,000 Stark
10 Hubbardston	200 Strawberry Chenango
13,500 Jonathan	150 Summer Hagloe
1,200 King	150 Sweet Bough
28,500 M. B. Twig	2,000 Wealthy
5,700 McIntosh	600 Williams' Early Red
75 Mo. Pippin	7,200 Winesap

### APPLES 3-YR. BUDDED.

1,300 Stayman's Winesap
17,000 York Imperial

### CRAB APPLE 2-YR. BUDDED

150 Golden Beauty Crab
90 Martha
300 Transcendent

### PEARS 1-YR. BUDDED

20,000 Keiffer
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### PEARS 2-YR. BUDDED

25,000 Keiffer
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### PEARS 3-YR. BUDDED

9,600 Keiffer
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### PEACH 1-YR. BUDDED

1,000 Admiral Dewey
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900 Alexander
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8,800 Beer Smock
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87,000 Belle of Georgia
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3,900 Bilyeu's Late October
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2,700 Brackett
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1,300 Capt. Ede
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82,900 Carman
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7,000 Chair's Choice
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63,300 Champion
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13,800 Crawford Early
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30,500 Crawford Late
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400 Denton
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270 Early Wheeler
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2,500 Edgemont Beauty
-----------------------

153,000 Elberta
-----------------

2,700 Engles' Mammoth
-----------------------

300 Easton Cling
------------------

2,600 Fitzgerald
------------------

3,000 Foster
--------------

4,000 Ford's Late White
-------------------------

10,400 Fox Seedling
---------------------

1,400 Francis
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3,900 Geary's Hold-on
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23,600 Greensboro
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600 Harrison Cling
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7,600 Hieley
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3,000 Iron Mountain
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2,900 Kalamazoo
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PROPRIETORS  
MARYLAND

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# THE NATIONAL NURSERYMAN



NOVEMBER, 1914

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

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### CHERRY and S T D. PEAR

of Extra Fine Quality.

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**BLACKBERRIES**—Large stock root-cutting plants.

**ORNAMENTALS**—A select lot of Silver Maple, 2 to 2½-in., 1½ to 2-in. grades; Ash, Box Elder, Linden, American Sycamore, Horse Chestnut, Catalpa, Poplars, Norway and Sugar Maple.

**PRIVET**—California, Ibota, Amoor River North.

**CRIMSON RAMBLER ROSES**

**APPLE GRAFTS**—Any style made to order; machine wrapped; quality guaranteed; none better.

**ASK FOR FALL TRADE LIST.**

Always pleased to quote your wants.

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TOP NOTCH  
**Berberry Thunbergii**  
Seedlings

You know they are right. They are money-makers too. A large Stock in all Grades.

C. R. BURR & CO.,  
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WHOLESALE NURSERYMAN,

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Weeping Japan Cherries Flowering Apples  
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10,500 Kieffer Pears, 5 to 7 ft., ¾ in. and up  
2,000 Kieffer Pears, 4 to 6 ft., ½ to ¾ in.  
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200,000 Apples, 2 yr. buds. Fine  
10,000 Downing Gooseberries, 2 yr. No. 1

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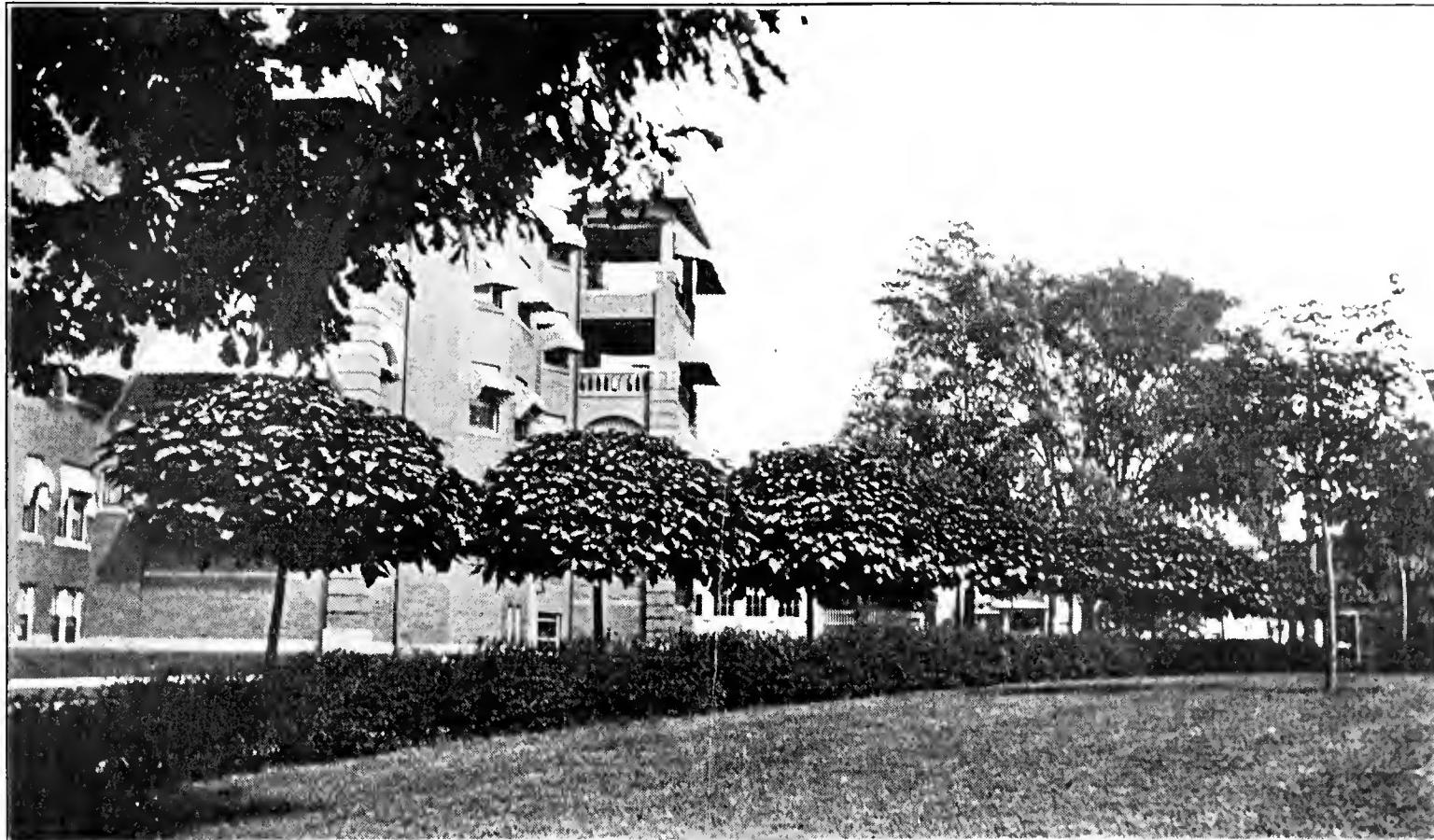
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# BULLETIN No. 2

In answer to the numerous inquiries that are reaching us regarding shipments of NURSERY STOCK from the European countries at war, we beg to advise as follows - for this date only.

## French Stock

There is practically no doubt now that shipments will be made, almost as in normal seasons, in seasonable time and at not excessive freight rates. The French Nurseries are located far from the scene of hostilities, the stock has made a good growth this season, the men taken from the Nurseries and offices by mobilization have been replaced and work continues as in times of peace. We can still book orders for all FRUIT and ORNAMENTAL STOCKS.

## Holland Stock

There is also but little doubt that shipments will be made from all sources, Boskoop, Oudenbosch and Dedemsvaart on schedule time and at practically normal freight rates. Many shipments are now on the way across. Some have arrived. We can still book orders for Boxwood, Roses, Rhododendrons, Maples, Lindens, Herbaceous stock and all similar lines for Fall or Spring shipment at reduced prices.

## English Stock

Shipments are reasonably sure. Some are now on the way across. Freight rates reasonable. Gooseberries are sold out, but we can still book orders for English Mameitti at usual import prices.

## Raffia

Shipments continue to arrive irregularly. Cost price, increased freight rate and war risk insurance raises our selling price, but we expect to take care of our regular customers for their immediate requirements while the war lasts.

The war continues, so does the import business. Our Belgium shipments have all arrived—shipped from Ghent via Rotterdam right through the zone of hostilities, we mention this merely to emphasize the courage and resourcefulness of the large European export firms. Honor your own obligations and depend upon the European firms to honor theirs. In plain words, pay your bills promptly and keep on smiling.

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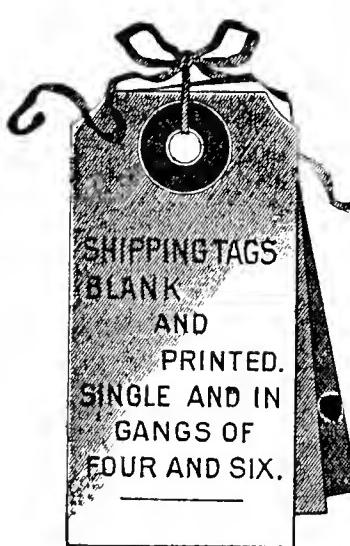
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We sell only to nurserymen and we do not compete with our customers. Stick a pin in that. It is worth remembering.

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Livingston Building

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CHERRIES—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

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true stock, propagated by division and not grown from seed. Order a few for propagating purposes. You know seedling Rhubarb is not reliable.

We also offer

## Bechtel's Flowering Crab

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Also Azalea Mollis, Ghent Azalea, Azalea Pontica, Andromeda florabunda and japonica. Roses Orleans, Mrs. Cutbush, Jessie, and all the leading H. P., H. T. and Tea varieties. A very large collection specimen Conifers and flowering shrubs.

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ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale. SUBSCRIPTION PRICE \$1.00 per year in advance

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Old Dominion Nurseries

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### PEACH SEED

Tenn. and N. C. Naturals. We have a few hundred bushels 1913 seed we are offering at market price. We expect to have our usual stock of 1914 seed to offer as heretofore. Write for quotations.

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November delivery. Gooseberry Rooted Layer Plants, of Downing, Pearl, Jasselyn and Houghton, extra fine stock. Samples sent on request. Address

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For all information as to stocks, prices, terms, etc., address

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Editors of the "H. A." LOWDHAM, NOTTS,  
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35TH YEAR

## Pan Handle Nurseries

WE OFFER A COMPLETE ASSORTMENT OF NURSERY STOCK CONSISTING OF

Apple	Poplar Carolina	Ampelopsis
Pear	Poplar Volga	Roses
Plum	Elm American	Evergreens
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Our stock is well grown and graded. Prices are such that it will pay to investigate. Come and see us or write.

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For Nurserymen and Florists

The kind that give satisfaction.

Facilities for the handling of your requisite, combined with the quality of our product is unsurpassed.

Samples and prices are at the command of a communication from you.

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South Canal St., Dayton, Ohio

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200 Acres  
High Grade  
Trees, Shrubs,  
Evergreens,  
Vines, Roses,  
Etc.



Fine Stock  
of  
Rhododendrons  
Kalmias  
and  
Andromedas

Send for Price List

W. B. WHITTIER & CO.

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We Offer for Fall 1914

Norway Maple Silver Maple  
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IN CAR LOTS ALL SIZES  
GET OUR PRICES

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OFFER for Fall 1914

GRAPE VINES—One and two years old. Varieties largely Moore's Early, Concord and Niagara.

Also Scarlet or Crimson Clover Seed and Cow Peas. Free from weed seeds, all re-cleaned and guaranteed first class.

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ROSES, ETC.

Offered by

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EVERGREENS  
OF EVERY DESCRIPTION**

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TREE BOX, 3 to 6 feet

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Elm, Maple, Honey Locust  
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Roses, field-grown. (Own roots and budded.)  
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Wistarias, best sorts, grafted.

We also offer a fine stock of Philadelphus, Deutzias, Spiraeas, Hydrangea Otaksa, etc., Pomegranates, Crape Myrtle, Lilacs (Best grafted sorts), Elms, Texas Umbrella, Tulip Poplar, Teas Weeping Mulberry, Sycamore, Oaks, Salisburia.

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The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

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Apple, Pear, Myrobalan Mazzard, Mahaleb, etc.,  
seedlings and transplants

Quince and Manetti Cuttings, etc.

Most Complete Nursery in This Line

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64TH YEAR

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Peach, Apple, Pear, Cherry, Plum, California  
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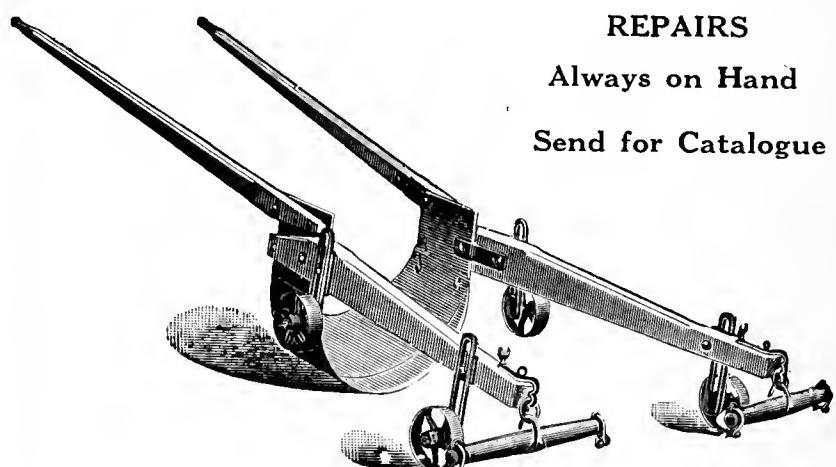
Will make prices right on Peach and Privet in carload lots  
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to Forty Thousand trees per day, and  
only needs same power as plow

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# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK  
The National Nurseryman Publishing Co., Incorporated

Vol. XXIV.

ROCHESTER, N. Y., NOVEMBER, 1914.

No. 11.

## AUSTRALIAN NURSERIES

By James McHutchison

THE nursery business of Australia divides itself into two classes, 1st—those nurseries which grow palms, ferns and garden plants for the retail trade around the cities, and 2nd—those growing fruit trees for the ever increasing number of commercial orchards.

In the first class are such nurseries as those of Rinnington and Sons, of Kew, and Brunnings, of St. Kilda, both located in the suburbs of Melbourne. They grow a large assortment of small plants, mostly in pots, which are bought for suburban gardens, other varieties are grown in greenhouses, cold frames, and bush houses.

It should be remembered that owing to the mild climate around the principal cities of Australia, many plants which we grow only in greenhouses in the United States, grow luxuriantly in the gardens here, so that the nurseries grow large quantities of *Kentias*, *Phoenix*, *Chamerops* and many other varieties of palms, *Araucarias*, *Eucalyptus*, and *Acacias* in a great many varieties, also *Pelargonicums*, *Camelias*, Roses and similar garden plants. These nurseries are not large, but as most plants are pot grown, occupy but a small space, the output is large in comparison to acreage.

The second class of nurseries grow practically nothing but fruit trees, and are represented by such establishments as those of C. A. Nobilis at Emerald, Victoria, and the Two Bays Nurseries of Moorooduc, Victoria, operated by Griffith Bros., each of which has from 150 to 200 acres in growing fruit trees. Their output being about 1,000,000 fruit trees each, per season. They re-wholesale to other nurserymen in Victoria, Tasmania, neighboring States, also to orchardists, in fact both of these firms operate extensive orchards themselves. They can't grow trees for more than two or three years in succession on the same land, but follow the trees with orchards.

The trees grown mostly are apples, pears, peaches, plums, cherries, apricots, almonds, figs and walnuts, each in its order of importance. Apples are grown exclusively on Northern Spy blight-proof stocks, which are procured by grafting a scion on to a root-graft, also by layering. Such stocks sell at \$37.50 per thousand, rather expensive, but it is illegal to use any other stocks, consequently they are always scarce. For cherries, mazzard stock is used. Myrobalan plums and pears are

budded on French pear stocks, also on Kieffer.

All fruit trees are dwarfs as compared with ours. They sell at one year, some apples at two year, and have stems only twelve to eighteen inches high. In fact the trees themselves are only from two and one-half to three and one-half feet high. Prices are not regulated by the law of supply and demand but the price of all fruit trees, regardless of size, age or variety is \$12.50 per hundred, wholesale, or \$20.00 to \$37.50 per hundred to planters. There are no culls or rejects—everything sells at full value, in fact, the demand so far exceeds the supply that dormant budded peach trees were selling as full grown trees, bringing the same price. It should not be inferred from this, however, that we could sell our surplus fruit trees in Australia for no orchardist there would plant our tall standard trees.

The Victorian Nurseries pack all their trees in straw bales, each bale containing about 2000 fruit trees, and measuring about six feet long by four feet square each way. In case of long distance shipment, damp moss is worked among the roots. It struck me as being an economical, efficient method, though I do not agree with the Victorian nurserymen that it is the best method for all countries and all climates.

The large demand for fruit trees in recent years is due entirely to the export trade in fruit. Apples and pears from Victoria, Tasmania and New Zealand, reach England, America and Europe in the spring, just at a time when there is no competition, they bring excellent prices in the markets, in fact, one-third the prices realized would be considered as profitable. There seems little reason to fear over productions, for they have the world's markets to themselves for six months of the year.

The fruit growing industry has expanded very much in recent years. The nurseries cannot keep up with the demand for trees from Victoria and Tasmanian orchards, along the river Murray and wherever irrigation is practicable, there are immense orchards of oranges and other citrus fruits. The fruit growers are prosperous everywhere, so it follows that the nurseries are likewise prosperous. There is optimism everywhere, for they realize that they have the European fruit market to themselves when their products arrive there.

All Australian orchards are well kept and are run on the most approved commercial methods. All trees are

kept dwarf, the idea being to minimize the damage done by the high winds and to produce the crop as near the ground as possible, rather than beyond reach. They prune freely on the spur system, so that the trees in a twelve year orchard of apples are only about six or eight feet high, yet bear immense quantities of fruit, which can be harvested without ladders.

The country nurseries of New South Wales grow mostly citrus fruits for the fruit growing industry of that state is about the same as in lower California. The nurseries around Sydney grow a general collection of stock. Some such as Hillsden Watts & Co. specialize in *Kentias*, *Aspidistras*, ferns, etc., for the Sydney store trade, while other firms such as Searl & Sons grow for the retail city and catalogue trade and carry an enormous number of varieties. While I have visited most of the largest nurseries of Europe and America, I doubt if there is another nursery anywhere, which carries a larger list of varieties

or a stock more varied than Searls. They grow hundreds of varieties of Palms, Ferns, fifty varieties of *Nephrolepis* alone, Orchids, *Bouvardias*, bulbs, carnations, etc., in many varieties. They are seedsmen as well as nurserymen and florists, and list over 6000 varieties of plants, not reckoning varietal names. To run such a business on a profitable basis requires not only brains and capital, but experience and lots of it.

The seed houses of Sydney and Melbourne will compare favorably with any others in cities of same size anywhere. In every place I visited, whether seedsmen, florists or nurserymen, or all three combined, there was an air of prosperity and efficiency around. I was treated with the greatest courtesy everywhere and was much impressed with the huge progress made in every branch of the Horticultural trade since I was last in Australia twenty years ago.



*This is a partial view of Westminster Nurseries of Westminster, Md., 3 yr. peach orchards  
J. E. Stoner and family with part of the office staff inspecting same*

## FALL BLOOMING PLANTS AT THE ARNOLD ARBORETUM

THE flowers of woody plants are not common in this climate at the end of September, but visitors to the Arboretum will still find a few interesting plants in bloom. The most conspicuous, perhaps, is the Manchurian and north China *Aralia chinensis* which can be seen in the Aralia Group near the junction of the Meadow and Bussey Hill Roads. It is a near relative of the so-called Hercules' Club (*Aralia spinosa*) of our southern woods and, like the American plant, it has stems covered with prickles, large, compound, dark green leaves, and immense clusters of small white flowers which are followed by small shining black fruits. The American plant is not quite as hardy as its Asiatic relative, but it is now well established on the margin of the woods at the

northern base of Hemlock Hill in the rear of the Laurels, where it is spreading by underground shoots. The plants are just past flowering.

The Japanese *Hydrangea paniculata* and its monstrous form, on which all the flowers are sterile (var. *grandiflora*) are in bloom. The latter is one of the most generally planted shrubs in the United States, although it is a much less interesting and less beautiful plant than the still comparatively little known normal form. The two are growing side by side in the Shrub Collection. In the Shrub Collection, too, the handsome *Elsholtzia Stauntonii* is in full flower and now at its best. This member of the Mint Family, and a native of northeastern Asia, has long erect spikes of rosy pink flowers and light green foliage.

One of the comparatively recent introductions of the Arboretum, it is only beginning to appear in American and European gardens. Near it in the Shrub Collection *Vitex incisa* from northern China is in flower. Although this plant is a native of a cold region the stems are often killed back to the ground here in severe winters, but as new stems grow several feet tall during the season, and as the flowers are produced on the new growth, this killing back improves rather than injures the flowering of this shrub which at this time of the year is attractive with its finely divided leaves and slender erect clusters of small rose-colored flowers. The flowers of the true Heathers (*Calluna*) have already passed but flowers may still be seen on the Cornish Heath, *Erica vagans*, and the Trumpet Creepers from the central and southern states

Path, near Centre Street, *Indigofera amblyantha*, which has been in flower for nearly three months, still continues to produce its slender erect spikes of rose-colored flowers. This is one of Wilson's discoveries in western China and one of the most beautiful of the small hardy shrubs of recent introduction.

The name *Ulmus campestris* has been selected by recent writers on European trees for the Elm of the hedge rows of southern England, which was largely planted a century ago in eastern Massachusetts chiefly, no doubt, through the agency of a Major Paddock who established a nursery of this tree in Milton. The large English Elms which once flourished on Boston Common were of this species, and large specimens can still be seen in several of the Boston suburbs. The origin of this Elm is un-



*A partial view of a 2 yr. Budded Stock of Apple trees, consisting of 400,000 trees grown by The Westminster Nursery, Westminster, Md.*

are still producing flowers on the trellis at the eastern side of the Shrub Collection.

On the upper side of Hemlock Path, near Centre Street, small plants of *Gordonia Altamaha* are now in bloom and during several weeks will continue to open their white cup-shaped flowers which resemble those of a single-flowered Camellia. This tree is a native of southern Georgia where it was discovered late in the eighteenth century. Although often hunted for, it has not been seen growing wild for more than a hundred years, and has only been preserved by the cultivated descendants of the plants introduced by its early discoverers. This Gordonia flourishes in the neighborhood of Philadelphia but it is not very hardy in the Arboretum, and it is surprising that it was uninjured by the severity of last winter which destroyed so many hardier plants. On Hickory

known. It does not produce seeds propagating itself by suckers, and is known to grow spontaneously only in some of the counties in southern England, and in a few parks near Madrid, in which it is now known to have been introduced from England many years ago. It is a noble tree, able to adapt itself to various climatic conditions, and well suited to those of New England; indeed no other exotic tree, with the exception of the European white Willow, has been here so long or grown to such a large size. Another English Elm, *Ulmus vegeta*, usually called the Huntington Elm, a supposed natural hybrid between two European species, *Ulmus nitens* and *U. glabra*, the so-called Scotch Elm, grows to a larger size than *Ulmus campestris* and is perhaps the fastest growing of all Elm trees. An Elm of this kind in the deer park of Magdalen College at Oxford, supposed to have been

planted at the time of the Restoration, was blown down in April, 1911; it was one hundred and forty-two feet high, with a trunk circumference at four feet from the ground of twenty-seven feet. This was believed to be the largest tree in Great Britain and perhaps in Europe. *Ulmus vegeta* is a tree with paler bark than that of *Ulmus campestris*, large main branches spreading at narrow angles, giving the tree a vase-shaped form, rather pendulous branchlets and larger leaves than those of *Ulmus campestris*, and usually only slightly roughened on the upper surface. This tree is not rare in English parks and has been largely planted in Cambridgeshire where in the neighborhood of Cambridge there are many fine specimens. Brooklands Avenue in that city, planted with this tree in 1830, shows its value for such planting, for in all England there is perhaps not a better example of an avenue of planted trees. The Huntington Elm was certainly introduced into New England much later than *Ulmus campestris*, and probably the oldest trees here are not more than sixty or seventy years old. This Elm is perfectly hardy here, it grows with surprising rapidity, and if exotic Elms are to be planted in the United States it may well be more generally used here than it has been.

Persons interested in the plants best suited for the parks and gardens of eastern North America can find much to learn in the Arboretum from this time until the end of the year, for it is in the autumn that conifers are seen to the best advantage and that the mature leaves of the few broad-leaved evergreens which flourish in this climate best show the beauty and value of these plants for the late autumn and winter garden. Perhaps nowhere else are so many different plants with brilliant autumn foliage and handsome and abundant autumn fruits assembled; and in no other garden can such plants be so easily and conveniently studied. Such plants give a character and beauty to the autumn garden which can be found only in eastern North America, and perhaps in Japan where the leaves of many of the native trees and shrubs assume brilliant colors before they fall.

The autumn color of a few plants is already brilliant. The earliest of the American trees to change the color of its leaves is the Red or Scarlet Maple, *Acer rubrum*. On specimens of this tree growing in swamps the leaves are now often bright scarlet, while on trees growing on higher and drier ground the leaves are still bright green or only slightly tinged with red. The so-called Water Willow, *Decodon verticillatus*, often known as Nesaea, is a native of all the region from Maine to Florida and Louisiana, and is a shrub with arching stems growing

only in the wet, often submerged borders of streams and ponds where it often spreads into broad thickets. By the borders of the ponds in the Arboretum the leaves of this plant are already bright scarlet, and for a few weeks the plants will be conspicuous among the green sedges and swamp grasses with which they are associated.

The leaves of some of the forms of the so-called Virginia Creeper of eastern North America are already bright scarlet. The earliest to adopt its autumn dress and now in brilliant color is *Parthenocissus vitacea*. This plant rarely has adhesive discs at the ends of the tendrils, and therefore cannot attach itself to the trunks of trees or to brick and stone walls, like *Parthenocissus quinquefolia* which is often sold in nurseries as *Ampelopsis Englemannii*. There are many forms of the Virginia Creeper which can be seen on the trellis near the entrance to the Shrub Collection from the Forest Hills Gate.

A few of the fruits which ripen in early autumn are already conspicuous. There is perhaps no shrub more beautiful in the autumn than one of the American Cornels, *Cornus rugosa*, or, as it is sometimes called, *C. circinata*. It is a tall, broad, round-headed shrub with greenish branches and round, oval, dark green leaves; the flowers are not more showy than those of the other Cornels, but the clusters of light blue fruits on red stalks make them objects of much interest and beauty. There are a number of these plants in the Cornel Group at the junction of the Meadow and Bussey Hill Roads, and there are great clumps of it among the Hickories and in other parts of the Arboretum. The red Osier Cornel, *Cornus racemosa*, often called *C. stolonifera* or *C. candidissima*, is also beautiful at this season, for the leaves are beginning to turn dark red and the plants are covered with abundant clusters of white fruits on bright red stalks. This plant has been largely used in the Arboretum; it spreads rapidly into large, dense clusters, and with its good foliage, abundant flowers and beautiful fruits, few shrubs are more desirable for park and roadside plantations.

The fruit of some of the new Chinese Cotoneasters is handsome and the autumn coloring of their foliage is often splendid. Most of these plants are perfectly hardy, and among them are certainly some of the most valuable garden shrubs of recent introduction. They can be seen in the special Chinese Collection on Bussey Hill and in the Shrub Collection, and deserve study with reference to the autumn garden.

"THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR JUNE, 1914, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	JULY—				SEVEN MONTHS ENDING JULY—					
	1913		1914		1912		1913		1914	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>Plants, trees, shrubs and vines :</b>										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage										
M.....dut...	3,815	40,868	5,619	66,325	21,571	150,117	12,181	117,098	16,704	174,209
All other { free....		7,415		75		12,891		12,867		8,100
All other { dut....		5,012		8,905		722,869		794,751		820,633
Total.....		53,295		75,305		885,877		924,716		1,002,942



*This shows a section of a 2 yr. block of Asparagus plants, comprising several hundred thousand plants, grown by the Westminster Nursery, Westminster, Md.*

#### BULLETINS OF INTEREST TO NURSERYMEN. Published by the United States Department of Agriculture.

Apple Powdery Mildew and Its Control in the Pajaro Valley. By W. S. Ballard, Pathologist, Fruit-Disease Investigations, and W. H. Volek, County Horticultural Commissioner of Santa Cruz County, California. Pp. 26, pls. 6, figs. 5. Contribution from the Bureau of Plant Industry. September 3, 1914. (Department Bulletin 420.) Price, 10 cents.

This bulletin is intended to assist apple growers in dealing with a fungous disease which is becoming a serious menace to their industry. It is suitable for distribution in the apple-growing sections west of the Rocky Mountains and in certain limited areas east of the Rocky Mountains, as shown on the map.

Wild Onion: Methods of Eradication. By H. R. Cox, Agriculturist, Office of Farm Management. Pp. 8, figs. 7. Contribution from the Bureau of Plant Industry. September 9, 1914. (Farmers' Bulletin 610.)

This bulletin describes methods for eradicating the weed that is responsible for the "garlicky" taste and odor found in some milk and butter and in some bread, and is of especial interest to farmers and dairymen in the Atlantic coast region and as far inland as Missouri. The subject matter is based on and is an enlargement of the Bureau of Plant Industry circular (Doc. No. 416) entitled "The Wild Onion," by J. S. Cates and H. R. Cox.

A letter is received from the North Van Buren Nurseries, Bloomingdale, Michigan, suggesting that nurserymen write to Hon. Edwin J. Sweet, Congressman from Grand Rapids, Michigan, now at Washington, D. C., to agitate for an act to change the dimensions of the parcel post bundles from 72 inches length and girth combined to 72 inches length alone so that trees may be sent by this method.

#### THE WESTMINSTER NURSERY

The Westminster Nursery, J. E. Stoner, Prop., Westminster, Maryland, has been engaged in the nursery business since 1879. For a time was doing business in Pennsylvania, and from there located at Westminster, Md. Has now several hundred acres devoted to the growing of fruit and nursery stock for the wholesale and retail trade, also does an extensive mail-order business. The accompanying pictures give a good idea of the large acres devoted to a few things.

Their specialties: Peach and apple trees, berry and asparagus plants, California Privet Hedging, shrubbery and shade trees. Mr. Stoner reports an exceptionally good business during the last spring, having sold out on peach, California Privet, asparagus, berry plants, etc., with good fair prices. Prospects for the coming fall and spring seasons are good. We are now receiving many large orders. Our stock has made a very good growth, will grade up fine and will please. Also receiving a great many inquiries which indicates that the usual planting will be made, notwithstanding the low prices of fruit this season.

#### TEXAS NURSERYMEN'S ASSOCIATION.

The Texas Nurserymen held their fourteenth annual meeting in the rooms of the Chamber of Commerce, Fort Worth, Texas, October 14, 15.

Officers.—John S. Kerr, Sherman, President; Will B. Munson, Denison, vice president; J. M. Ramsey, Austin, secretary-treasurer.

The Committee on Local Arrangements were L. J. Tackett, J. B. Baker, R. H. Stansell, R. Drummond, Fort Worth.

President Kerr opened the meeting. The invocation was by J. R. Mayhew, Waxahachie. The welcome address was by J. B. Baker, Fort Worth, and was responded to by Will B. Munson, Denison.

President Kerr, in his opening address, spoke of the peculiar conditions existing, many nations being engaged in war, the United States being a producing nation, conserving her resources. He asserted that the present distress is caused by a temporary withdrawal of confidence or credit and that the only sensible thing to do is to "sit tight and don't rock the boat," claiming that mental unrest of the people is responsible for conditions.

H. I. Martin, of Port Arthur discussed the benefits of new freight rates on the citrus and ornamental industries. Nursery stock for the lower Rio Grande Valley was the subject of an address delivered by Eltweed Pomeroy of Donna.

There being indications that burlap may become prohibitive in price, interest in what may be used as a wrapping in shipping stock is being manifested by nurserymen. Discussions on this subject were opened by J. M. Ramsey of Sherman and E. W. Kirkpatrick, of McKinney. R. G. Kerr, of Houston, talked on the need of co-operation between florists and nurserymen of Texas.

Judge J. L. Edwards, of Dallas, who is greatly interested in pecan culture, addressed the meeting.

J. S. Kerr, of Sherman, reported for the committee on the need for a state botanical garden, to preserve the natural flora of the state.

The addresses were extremely optimistic in tone and the meeting a very successful one.

# FRENCH NURSERY TRADE AND THE WAR

Since the declaration of the war, I have been much interested in reading the notes inserted on this subject in the American horticultural trade papers.

Being exempt from serving in the army on account of age, I consider that it is my duty to explain to your readers, in the name of my countrymen, for our mutual benefit, how the situation stands in France, and how we expect it will be later on.

Concerning the Fruit, Ornamental, Forest, Roses, and other young stocks, also Plants, Roses, etc., which are generally grown in France for export, despite the mobilization which has taken off about sixty to seventy per cent. of the chiefs, staffs and workmen in our nurseries, I think that there remains sufficient management and labor in every firm to be in a position to ship the goods already ordered or to be ordered by U. S. A., the English Colonies, etc., etc. The labor will be sufficient this season because our sales in France and on the European Continent will be probably small.

Our principal places of exportation, Angers, Orleans, Lyon, Ussy, the Paris district, etc., have not been affected by the war, not having been in the lines of action of the armies. The railways and seaports in connection with your countries being also without harm, will probably be in a position to accept our goods at time of shipping, beginning generally at the end of October.

In conclusion, we are in as good a position as any country to do our export trade this season, and as widely as it can be done.

E. TURBAT, *General Secretary  
of the Federation of French Nurserymen.*

New York, October 5th, 1914.

The National Nurseryman,  
Gentlemen:—

I happened to notice in your September issue, a letter from our friends, McHutchison & Co., of this city, to the National Nurseryman, of Flourtown, Pa., on "The Effect of the War on Imports."

I believe that the writers are taking a pessimistic view of the situation, at least as far as the nurseries in France are concerned.

Of all the houses in Angers, exporting nursery stock to America, none has had its manager called to the front and only two sons of managers are with the colors, so that the management of the French nurseries is, so to speak, intact. The correspondence is taken care of in Angers as well as in Orleans by young lady stenographers, who, fortunately have not yet been called to the front.

In regard to packing the plants, there are any quantity of men above 48 years, left in the nurseries, and in sufficient number to attend to two or three times the orders which have been placed.

As to shipping, if the railroads were not in position to take merchandise in November and December, which is not likely to be the case, it still would be possible to ship by boat from Angers to Nantes, and from Nantes via England to the States. The control of the seas being abso-

lutely in the hands of the allied nations.

The expense for War Risk, which is covered by the French Government, will be only trifling, the Government taking the place of the Insurance Companies.

The only extra charge this coming season will be on steamer freight, which will be higher than in preceding seasons, owing to the withdrawal of German steamers.

In 1870-71, Orleans had been occupied by the Germans from early in November up to March, but they did not advance as far as Angers, wherefrom plants were shipped to America as usual. There is very little likelihood this winter to see the German army west of Paris, and judging from present appearances, they might not be on French territory at all.

Yours very truly,  
ANDRE L. CAUSSE,  
*Agent for the Andre Leroy Nurseries, Angers, France.*

## A PROTEST FROM FRANCE

*An Answer to the Article "Effect of the War on Imports"*

A group of French nurserymen have been justly alarmed by the pessimistic statements published in "The National Nurseryman" of September under the signature of Mr. McHutchison concerning the presumed impossibility for the U. S. A.—owing to the effects of war—of importing this fall nursery stock from France. They emphatically protest against these assertions which they look upon as biased and positively assert that not only on account of the geographical situation of French nurseries but also because of the fresh start of transports by rail and water which the French Government has just reorganized in those parts of the country unoccupied by fighting armies. The transport of nursery stock intended for exportation will take place as under normal conditions at fall shipping time, thanks to the fact that the naval and allied armies hold complete mastery of the seas.

They maintain besides that the French exporting nurserymen still have more than the required number of clerks and workmen to do the digging, packing, etc., of the stocks and will therefore be quite able to send them over (as usual) by fall shipping time.

The transport by rail as well as by water will be the same as usual for the reasons above mentioned.

Moreover the war risk Insurance can, if desired by the importers, be applied by the French Government at the cost of 5 per cent of the value of transported goods.

With regard to Germany, the state of things is quite different, owing to the fact that the country is blocked in on all sides and utterly unable of exporting anything whatever, though oddly enough, the article in "The National Nurseryman" makes no mention of it.

To conclude, the French exporting nurserymen wish to guard their customers of the U. S. A. from the pessimistic assertions of people whose opinion is founded upon the temporary disturbance of things at the beginning of hostilities.

Let our customers trust in the well-grounded asser-

itions of French exporting nurserymen.

Signed by the following French firms:

*American Agents*

Andre Leroy, Angers  
C. Detriche, Sr., Angers  
Louis Leroy, Angers  
F. Delaunay, Angers  
Victor Detriche & Co.,

A. L. Causse, 105 Hudson St., N. Y.  
Jackson & Perkins Co., Newark, N. Y.  
H. F. Darrow, 26 Barclay St., N. Y.  
C. H. Weber, Greenfield, Ind.  
Hans, 17 State St., N. Y.

MR. McHUTCHISON'S REPLY TO THE ABOVE PROTEST

National Nurseryman,  
Gentlemen:—

In defending the article published in the September issue of "The National Nurseryman" over our signature we wish to point out that you failed to note the following important facts:—

A. The article was sent on request. We were asked for *our* opinion, hence it followed that the views expressed were ours. No expression of your views had reached us up to that time.

B. The request asked our opinion of the "immediate effects" of the war, hence the opinion we expressed was on the "immediate effects"—not later effects.

C. The article was written August 18th and it clearly stated that our opinion was given for that date only and said "at present everything is uncertain and anything we write now would be affected by the fortunes of war."

D. On August 18th the German forces had pushed through Belgium and more than half way through France, and while we believed the Allied forces would eventually stop them, there was no indication of it at that time.

E. The censorship prevailing in the countries at war prevent them getting a comprehensive grasp of the situation as it affects commercial transactions. Here, in a neutral country, we get accurate information from all sources, hence it follows that our opinion should be worth more than that of one in the countries at war.

After calling your attention to these facts, we wish to enter our defense to the points you raise in your protest as follows:—

1. Your protest evidently is based entirely on an incorrect translation, or a misunderstanding of the meaning of what was written.

2. The article was not "pessimistic" in tone, in fact it was full of confidence and courage and said "we expect to receive French shipments, though they will likely be late." Remember this was on August 18th, when everything looked black.

3. It is true we admitted some doubt of shipments being made from France and other countries, but the doubt was in all minds and we did not place it there. You admit the same doubt in your protest, in other words you give less assurance and less real information in October than we gave in August.

4. Nothing was said in the article about the "impossibility" of making French shipments, this is proven by the words of the article "we expect to re-

ceive French shipments." Evidently you got a wrong translation of the article.

5. What we said about "Holland shipments" refers to what we receive from Holland. We do not receive either fruit or small ornamental stocks from Holland, but only large trees and nursery stock, which our French firm does not produce. If necessary, we will produce our Holland catalogues and price-lists in proof.

6. We did not mention Germany or Belgium in our article, because the shipments we get from these do not interest Nurserymen—and we were writing to a paper which goes only to Nurserymen. As a matter-of-fact, we have received this fall over 1,000 cases from Belgium and will receive over 2,500 cases from Germany, but those goods interest only florists, not nurserymen, and information goes to florists papers, not to nursery papers.

7. In the article, practically the same doubt was expressed of receiving shipments from England and Holland as from France, and while that doubt still exists, it is less pronounced now than it was in August.

8. No nursery stock is imported by us from either Germany or Belgium, nursery stock comes exclusively from Holland, France and England in Europe, but neither from Holland or England do we get fruit or ornamental stocks such as is produced by French firms.

In the October issue of "National Nurseryman" we wrote "we expect all shipments to arrive from France in proper season." In November issue of "National Nurseryman" we wrote "We are now reasonably sure that French shipments will be made," etc. On October 1st we sent out 4447 letters to American nurserymen saying that French shipments would be made. In October issue of "National Nurseryman" we published a half page advertisement emphasizing our opinion that French shipments would be made. In addition we published four quarter page advertisements in the Florists papers in the effort to instill courage and confidence in the buyers at a cost to us of \$310. We could give many other instances.

Now that we have shown you your mistakes and made our defense, let us ask you a few questions. Let the man or firm who gave you a wrong translation of our article answer question No. 4.

1. We have shown the articles, letters and advertisements we have published here to help the French Nurserymen. How many articles or letters have you written to help them? How much money have you spent for advertisements to instill courage and confidence in American buyers?

2. If the Allied Navies do not continue to control the seas at shipping time, how will you forward your shipments?

3. If the German forces occupy the French Northern ports at shipping time (as now seems possible) by which ports will you forward your shipments?

4. If the sea routes, or the French ports are occupied by the Germans at shipping time, how can the French Government make good on its guarantee?

5. Have all of the French firms, doing business in America combined with their agents, done as much in America for French Nursery firms in matters of Trans-

(Continued on Page 408)

# The National Nurseryman

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Official Journal of American Association of Nurserymen

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

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Six Months .....	.75
Foreign Subscriptions, in advance.....	\$1.50
Six Months .....	\$1.00

Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered in the Post Office at Rochester, N. Y., as second-class matter.

Rochester, N. Y. November, 1914.

## A BUSINESS POLICY

A clean cut, well defined policy would be the mending or the making of many a business. Too often a business, like Topsy, just grows because conditions permit, but in these strenuous times easy success will soon produce a crop of competitors and unless a capable brain is at the head of the management with untiring energy the business soon falls behind.

With a one man business the character of the individual is the policy but in a large business where there are a number of executives and the single individual cannot stamp his individuality on every transaction there is likely to be many varying policies more or less conflicting.

Many businesses have none other than merely making money, everything is subordinate to that one idea.

It goes without saying that unless a business is financially successful it cannot long continue, and it is equally true that if this is the sole object it falls far short of its possibilities and is really hardly worth while.

The greatest good to the greatest number, whether they be employers, employees or customers, is more likely to prove a real success.

The constitution and by-laws are necessary to all organizations and it would be well if all businesses had them instead of so much depending upon the snap judgment of proprietor or manager.

The policy that will draw the best out of every employee is one that will make him work with the interest of a partner rather than that of a hired laborer. The policy that will draw the biggest trade is one of service rather than ingenious schemes for making sales.

We have just passed through the "might is right" period in business, where colossal fortunes have been built up by monopolies and privilege, and are all more or less tainted with their methods, but wrong brings revolu-

tion in business as well as in politics.

All the system, efficiency experts, modern methods, scientific financing in the world are merely quick remedies unless there is a fundamental policy based on honesty and the golden rule.

OUR PLAIN DUTY

Self preservation is the first law of nature, and it is quite natural in times of panic, depression or unsettled conditions for the business man to rush to cover by hoarding and guarding his resources in every way possible. Improvements are stopped, labor is cut down to the minimum, purchases are deferred and the study of economics is the first consideration. This attitude can easily be carried to an extreme and work harm instead of good. When selfishness is supreme and fear is the dominant force economy becomes a worker of harm.

Business is so closely interwoven all over the world that one cannot suffer without the other being affected. The present war has brought this lesson very forcibly to our notice. So that the business which becomes afraid is only helping the forces that bring ruin when there is no occasion for it.

Conservation of waste is always in order but the business that stops buying and employing labor in times of stress can hardly expect the other man not to do likewise.

It is not self preservation to allow the other fellow to go under if you can possibly reach out a helping hand.

The destructive forces which are causing such disaster in Europe, are mainly caused by fear, jealousy, the extreme antithesis of good business.

Horticulture knows no nationality, it is the common inheritance of mankind whereby he obtains his living and the refinements of life from the soil and incidentally does much to benefit mankind in general and the nurseryman who, while observing the dictates of common prudence, helps his brother nurseryman whether he be Belgian, German, French, English or Russian, all he possibly can, is only using good business sense.

Now is the time for American Nurseries to do their utmost in the way of purchasing from and paying to their less fortunate brethren on the other side.

## THE NURSERY SALESMAN

In some parts of the country it is almost possible to follow the trail of some energetic tree agent of twenty or thirty years ago, who either had a very limited variety of trees to offer or else made a specialty of one thing such as the Norway Spruce or the White Pine.

Such was the type of nursery salesman of the past. In fact they are still very plentiful. The nursery salesman who knows his goods and has a knowledge of horticulture, is still rather uncommon.

What other line of business sends out salesmen to demonstrate and create a demand for their goods so poorly equipped for the job?

How soon will nurserymen take steps to apply modern methods to this phase of their business, and aim to make the distributing agency worthy of their noble calling and lift it to a plane where it belongs.

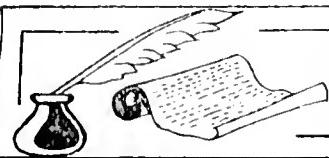
There could be no nobler work than teaching, persuading, encouraging and getting people interested in

planting and improving their ground.

Civic societies, gardening associations in fact all thoughtful people, recognize its worth and take up the work from an entirely altruistic point of view, yet nurserymen have allowed men to represent them that have brought the business disrepute. So much so that the tree agent is often classed as a fakir and a pest.

For the good of the nursery business a higher standard of ethics is needed among its salesmen, men who will not deceive willfully or through ignorance, who know their plants well enough to advise their customers what to plant for a given purpose and honorable enough not to sell unless the customer has a sporting chance of getting results.

There is risk in all planting but it is up to the nurseryman to reduce that risk to the customer to the lowest possible extent and at the same time increase his sales to the maximum. Only by catering to the best interests of his customer can this be done so as to endure.



### Review, Note and Comment.

The following communication was received from Victor Detriehe & Company, Angers, France, dated September the 22nd, 1914, signed by the bookkeeper.

Messrs. Detriehe are in the war and the invoices will be paid after their return only."

According to the local press 300 acres of what was originally the Brown Bros. Nursery is to be converted into a residential section of Rochester.

The whole tract will be laid out in a pleasing design with streets 70 to 80 feet wide and all to be beautified by a liberal planting of trees and shrubs.

This does not mean that Brown Bros. are going out of business by any means, but merely the building up of a portion of the property that used to be devoted to the growing of nursery stock. It has been often said that very few nurserymen get rich through their business. When they do make money it is usually through their being located near a large city and in time the city grows and the value of the ground rises.

Since the outbreak of the European war horticulturists all along the line are looking for a new source of supply for potash. The United States Department of Agriculture has just issued a circular letter suggesting wood ashes as a source of supply. They state that if wood ashes are carefully stored and not permitted to leach they are of considerable value. Besides containing the potash wood ashes also contain other ingredients which are of value to plants, namely, phosphoric acid a little magnesia and a great deal of lime.

In one of the English horticultural papers John Weathers suggests digging large areas of ground instead of ploughing, mainly to give the unemployed something to do. To the average American this will seem very much like working for work's sake, but Mr. Weathers, the author of "Commercial Gardening," knows whereof he

speaks and his contention that digging is even more profitable than ploughing when labor is available, gives us much food for thought. To quote Mr. Weathers, "Thus the apparent extra cost of labor would be more than met by the heavier and better crops, and there would be the advantage of having the soil in a deeper, better and more fertile condition for the succeeding crops. In addition to this, dug land is always freer than ploughed land from insect pests and weeds, an important item not to be overlooked."

We are a little too slipshod in our horticultural methods in America, due largely to our prodigality of land and lack or high cost of labor, but thorough workmanship tells in the end and after all we are essentially commercial and if more net returns can be produced from disturbing the ground 12 inches deep than 3 inches this plan will be ultimately adopted whether it be done by machinery, horse, or hand labor.

Better quality rather than larger quantity is gradually becoming the aim of the most successful nurserymen and fruit growers.

A very attractive catalogue has been received from the Orenco Nursery Company, Orenco, Oregon, devoted entirely to Roses. It is printed on coated paper and liberally illustrated with half tones of old favorites and some of the newer and choicer varieties. At the end of the book is a classified table of colors making it a very handy reference book to the rose connoisseur.

W. F. Allen, Salisbury, Md., has incorporated his business into a stock company, with a capital stock of \$30,000. It is a close corporation, all the stock being held by the family.

Tuesday, October 20th, was Apple Day. If we keep on the 365 days in the year will not be sufficient to go around, but we are glad a day has been appropriated for the apple before they are all gone. There is no fruit more worthy of exploitation.

Congressman Shreve has introduced a bill in Congress for a standard grape basket. It provides for a basket (4 lb.) 3 $\frac{1}{8}$  inches wide, 4 $\frac{1}{8}$  inches long by 4 $\frac{1}{2}$  inches deep. 8 pound basket, 4 $\frac{3}{4}$  inches by 12 $\frac{1}{4}$  by 5 $\frac{1}{2}$  inches high. 20 pound basket to measure 7 $\frac{1}{8}$  by 15 inches, 6 $\frac{3}{4}$  inches high.

Prof. J. C. Cunningham, of the Iowa State College, Ames, Iowa, is securing data with a view of making a map showing where the different kinds of nursery stock are grown.

Mr. A. H. Shreiner, 208 N. 14th street, Harrisburg, Penna., on receiving a copy of "The National Nurseryman" writes "It is fine and well gotten up."

Please find enclosed a dollar bill for which extend my subscription for one year. I enjoy your paper very much. It gives much information that is of vital importance to nurserymen. May it live long and still grow better.

Yours very sincerely,

W. A. ELLINGER,  
Lancaster, Pa., R. R. No. 2.

## NEW YORK STATE GOVERNMENT IN COMPETITION WITH NURSERYMEN

There is little equity in government institutions such as the New York State College of Forestry which is supported by the taxes, running a business in competition with a portion of these same taxpayers.

There is ample scope for the brains and energy of such an institution if they confine themselves exclusively to education, investigation, experiment and those lines which cannot be carried on by the individual yet are of immense benefit to the State or nation.

The following is an extract from the "Elmira Star:"

"The New York State College of Forestry at Syracuse is maintaining in co-operation with the Conservation Commission in Albany a commercial nursery just south of the city line on South Salina street where over one million little trees, which can be purchased from \$3.50 to \$5.00 per thousand, are growing. The College invites inspection of this nursery and the State Forest Experiment Station adjoining it and will give information regarding the kind of trees that are best suited to different soils and will accept order blanks for trees at any time."

If it is equitable for the State to sell trees in competition with the nurseryman why not State dairies, market gardens, orchards, stock farms, etc.?

There is little doubt but that government raised products can be sold cheaper than those raised by a private business that must necessarily be self supporting, and even if they are not, they should not be put on the market as long as nurserymen are able to supply the demand.

### CEMETERY SUPERINTENDENTS MEET.

The American Association of Cemetery Superintendents held their twenty-seventh annual convention at St. Louis, October 6 to 8 inclusive, the Planters Hotel being headquarters.

The meeting was well attended, members coming from all parts of the country and all went home highly pleased with the splendid hospitality given by the St. Louis people.

The following are the officers elected for the ensuing year.:

Thomas Wallis, superintendent Rosehill Cemetery, Chicago, president; J. Warren, superintendent City Cemetery, Providence, R. I., vice-president; A. B. Lawson, superintendent Elmwood Cemetery, Chicago, secretary-treasurer; H. S. Adams, superintendent Forest Hills Cemetery, Boston; J. A. Reed, superintendent Westlawn Cemetery, Canton, O.; and W. B. Jones, superintendent Highwood Cemetery, Pittsburgh, Pa., the three members of the executive committee. Minneapolis has been chosen the meeting place for 1915.

### TOO MANY VARIETIES

"Hortensia," in the International Horticultural Trade Journal in discussing hardy perennials says:

"The nurseryman cannot economically maintain collections of from fifty to a hundred named varieties of a subject, two-thirds of which are not required. There is waste of labor in propagation and labelling, waste of room for accommodation, and waste of space in the catalogues for listing them, and after it all there is annoy-

ance for the customer who is ever uncertain as to whether this or that variety is really worth buying, and who frequently finds after paying new plant price for a thing it is no better than something he already possessed. If some strenuous effort is not made to keep lists of named varieties within bounds, there is likely to be trouble.

For my part I think nurserymen would act wisely by considerably curtailing their lists of names, and by more lucidly describing the plants they list. There are many catalogues of hardy plants published, but few are as accurate, entertaining or informative as they should be. Much may be done by a thoroughly good catalogue, botanically correct, artistically illustrated, and concisely descriptive. Such a catalogue helps business, and helps to maintain interest in the line it represents. The hardy plant industry is of sufficient importance to warrant such catalogues, and it is essential to the continued welfare of the trade that the catalogues published shall be both reliable and interesting."

These remarks apply with equal force to other plants, especially roses, lilies, althaeas, peaches, etc.

### THE ENGLISH WALNUT

Recently much has been written concerning the profit to be found in the English Walnut. All those with a knowledge of trees will at the same time realize that it can hardly be expected that the crop is going to be a safe and profitable venture at its northern point of hardiness or beyond and it would be well for those who anticipate anything in this line to thoroughly investigate before investing heavily.

C. C. Pomeroy and others have been experimenting along this line and from all accounts are making a success of it. At the same time the walnut is not reliably hardy much north of Maryland. There are isolated specimens in many parts of Pennsylvania and other points north. At the same time young trees, even in the localities where the old ones are growing, very often winter kill back very much in the young state, even when grown from the nuts produced by these same northern trees.

No doubt location and exposure have a bearing on the subject but the walnut is not a tree that is dependably hardy in many localities and will often suffer to the latitude of the New York State line.

### DRY WEATHER

If the present drought had occurred in the early part of the summer it would have been disastrous to crops, but being in the fall when most plants have matured their seed and growth it does not cause much concern, except perhaps with the patient nurseryman who notes with a practiced eye the bad effect on many of his choice plants, especially evergreens. The deciduous plants merely ripen their wood and shed their leaves a little ahead of time but many evergreens look sick. The Arbor Vitae group losing the leaves now which they should not shed until next spring. It is at such times as these one sees the value of a deep soil and deep cultivation or an irrigation system to tide the stock over until more congenial growing weather.



## From the U.S.D. of A.

Summary of Bulletin No. 130, Giving operating costs of the well established orchard of Mr. H. E. Wellman, Orleans Co., N. Y.

In Table VIII all the costs of operation are summarized for both the years specified. On this particular farm these show a total of \$1.30 per barrel of marketable apples for 1911 and \$1.01 for 1912. The three most important items constituting this cost are labor, amounting to 40 per cent; the package (barrel), from 25 to 41 per cent; and the land rental, from 12 to 20 per cent. There are many other items, but these three constitute from 85 to 90 per cent of the total cost per barrel of marketable apples. Many growers do not realize that the money paid out for barrels alone is often more than the entire labor cost of production.

TABLE VIII.—*Summary of labor, cash, and fixed costs on the 44.74-acre Wellman apple orchard, containing 527 trees, for 1911 and 1912.*

Item of cost.	Distribution of costs, 1911.				Distribution of costs, 1912.			
	Total.	Per acre.	Per tree.	Per barrel	Total.	Per acre.	Per tree.	Per barrel
Labor.....	\$504.91	\$34.254	\$0.958	\$0.539	\$856.66	\$58.118	\$1.625	\$0.407
Cash.....	418.10	28.364	.793	.446	966.57	65.574	1.834	.459
Fixed cost.....	294.91	20.007	.559	.315	302.46	20.520	.574	.144
Total.....	1,217.92	82.625	2.310	1.300	2,125.69	144.212	4,033	1.010

In this connection it must be remembered that these figures refer only to the Wellman farm and are merely for the two years considered. They may or may not apply to any other farm in this same community. All fruit growers realize the wide variation in the important factors related to the cost of growing apples and the need for a careful consideration of these in any study of this problem. These factors will vary in respect to variety, age, and size of trees, soil, climate, method of management, and particularly in respect to the ability of the farmer as a manager. In further consideration of these figures it should be kept in mind that the data here presented pertain to an orchard that is over 50 years old and is well located for the production of good fruit.

Referring again to Table VIII, it will be noted that the cost per acre and per tree was much greater in 1912, yet the larger yield of apples made the cost per barrel 28 cents less than that of the preceding year. As regards fixed costs, they are fairly constant, being approximately \$20 a year per acre on this particular orchard. The cash costs—that is, such expenses as spray materials and barrels—are largely dependent upon the amount and price of spray material, together with the number of barrels or other packages used. Hence, these items of expense will vary with the yield of marketable fruit.

The labor cost is influenced by the method of management. It is in this connection that the efficient organization of the entire farm, of which the orchard forms only one part, becomes an important factor in lessening the rate of both man and horse labor. On a farm where the apple orchard constitutes the only enterprise, there being no other source of farm income, it is evident that all the

labor expended must be charged against the apple orchard. Hence, it is quite possible that the rate per hour of man and horse labor would be much higher than on a well-diversified farm, where the labor is better distributed throughout the year. The lowering of this rate on a diversified farm comes about through the other farm enterprises utilizing the labor during the periods when it is not needed in orchard work.

Persons taking up fruit growing as a specialty without any other sources of farm income are not following the experience of the best growers in the oldest apple-producing regions of this country. The Wellman farm is an excellent illustration of growing fruit in connection with other farm crops. The crops, such as beans, wheat, and hay, form no small part in lessening the operating costs of this orchard, in that fruit growing constitutes only one item of the farm business. In this way the overhead costs chargeable to the orchard are materially decreased, while in the case of the specialized apple farm all such costs must be borne entirely by the orchard. The reader is urged to bear in mind that the data which has been presented refers only to a particular orchard on a single farm and gives only the expense factors incident to the maintenance and operation of this well-cared-for mature orchard. This publication is intended to illustrate a method which, if followed by apple growers, will enable them to analyze the important factors entering into the cost of operating and maintaining their orchard industries and to determine the relation which the various cost factors bear to one another in years of varying crop production. By adopting this method the independent grower will be able to determine the actual cost of maintaining and operating his fruit enterprise on his own farm.

No intelligent grower will assume that these figures are actual costs on his own farm, but he should determine for himself the cost of producing his fruit.

Apple growing as a commercial business has in many regions reached a high state of development. With the increased development keener competition will result. In order to realize profits, the producer must manage his business efficiently. The men most favorably situated and who are experienced and efficient will be able to produce apples cheapest. The lessening of the cost will not necessarily be due to differences in cultural methods, the reduction of package costs, or the decrease in the wages of the help, but to better management of the farm as a unit.

### THE APPLE CROP

The condition of the apple crop on September 1 in the United States is estimated at 61.9 per cent. of normal, compared with a 10-year average of 53.6 per cent. This condition is interpreted as forecasting a total production of about 220,000,000 bushels. The forecast on August 1 was 210,000,000 bushels. These estimates are based upon a reported total production of 145,000,000 bushels in 1909 by the United States Census, and taking into account changes in condition since then. Such statements of total production of apples should not be confounded with estimates of "commercial" crop, which last year was only about 40 per cent of the total agricultural production.

Comparative statistics of production and prices, by States, are given on pages 29 and 30.

## FRENCH NURSERY TRADE AND THE WAR

(Continued from page 403)

poration, Tariff and Legislation, as we have done for them in the past five years?

Without attributing ulterior motives to anyone, it would appear that you either acted on a wrong translation of our article, or that you did not understand it correctly. The article was written for American firms and we should not be blamed if some in France misunderstood it, or tried to make "a storm in a teacup."

Our opinion was asked by "The National Nurseryman" because they knew our reply would be honest and reliable. To have given positive assurances in August that any European country would be able to make shipments, would have damaged our reputation for reliability—and we are not that kind of people. We hope our Angers and Orleans friends will come out of this terrible struggle uninjured in property or person and in the meantime we assure you that we continue, in every legitimate way, to protect and strengthen your interests here.

Saint Cloud, Minnesota, October 10, 1914.

The European war does not seem to affect our business. We have done a larger business this season than last. We operate almost exclusively in Minnesota, and have a few scattering agents in North and South Dakota, Iowa and Illinois.

Yours very truly,  
THE ST. CLOUD NURSERY CO.,  
S. H. Gamble, Sec'y.

## BOOK REVIEW

*Saturday's Child* by Kathleen Norris. Author of "Mother," "The Treasure," etc. With frontispiece in colors by F. Graham Coates. Decorated cloth 12mo. Publishers MacMillan Co., 66 5th Avenue, New York. Price net \$1.50. The title of this novel,—"Friday's child is loving and giving, Saturday's child must work for her living," at once indicates its theme.

October 8th, 1914.

D. M. Andrews,  
Boulder, Colorado.

Dear Sir:—

Your interesting card with reference to *Rosa Arkansana* is received. Botanical knowledge with regard to our wild roses seems to us to be rather limited and very unreliable. We are not well supplied with botanical works and rely principally on Bailey's *Cyclopedia of Horticulture*. In this work there is quite a lengthy article on roses by Alfred Rehder. He gives old description of wild roses and we find *Rosa Virginiana*, Mill. (*R. blanda*, Ait., *R. fraxinifolia*, Borkh.) This is described as a 5 to 7 foliate rose. *Rosa Arkansana* Porter, (*R. blanda* var. *seligera*, Crep. *Rosa Arkansana*, Best). This is described as a 7 to 9 foliate leaf rose.

Three years ago we bought *Rosa blanda* from Biltmore nursery, Biltmore, N. C., and it is the same rose we find

growing here that we call *Rosa Arkansana* (*blanda*). According to the botanists referred to above, the *R. Arkansana* (*blanda*) grows native from Minnesota and British Columbia to New Mexico. According to E. L. Greene the true *R. Arkansana* is restricted to Colorado and perhaps New Mexico and the form we have in the north and west he proposes to name *R. pratincola*.

We are striving to develop a botanical nursery and are finding it a difficult proposition to get stocks botanically correct. The most discouraging feature is the almost utter indifference of the retail buyer. If he asks for *R. blanda* he does not seem to care whether *R. Virginiana* or *R. Arkansana* is sent him and to save a few cents on his order he will get a farmer to dig him wild roses from the woods, even if such buyer is a millionaire, as all wild roses look alike to him. However, we believe the time is at hand when one small nursery can be successfully run on high lines botanically. We are beginning to make a collection of wild roses not only locally but from all sources. The native *Rosa Carolina* as we find it here is of several distinct types. *R. Carolina* we bought from the Biltmore Nursery, we think is genuine *Carolina*, and is a good type, but differs slightly from our best type. As we get these collections of any one type growing under cultivation in our nursery, we can select out the best type of the variety and then propagate them for sale.

We note you eatalogue *Rosa Sayi* and *Rosa Englemani*. These two are classed by some botanists as varieties of the *Rosa acicularis*.

Very truly yours,  
HENRY LAKE SONS CO.

It is a good sign when nurserymen begin to take an interest in the botanical names of the plants they handle with a view of getting them correct or at least as near as it is possible.

It is a sign that the purchasing public is becoming more discriminating and the nurseryman is rising to the occasion.

The ignorance and indifference of the retail buyer is largely responsible for the reprehensible practice of substitution because the nurseryman realizes that nine times out of ten the customer is not concerned with the identity of the plant so much as the effect it would give, but the time is coming when the buyer will have a better knowledge of plants and he will order by botanical name and expect to get what he orders.

The cut flower buyer of today specifies his roses or carnations by name. The fruit grower the variety of fruit. Paeonies, roses, in fact any plant with which the buying public has become acquainted the nurseryman substitutes at the risk of losing his reputation for honest dealing.

The buying public will soon become just as discriminating with trees and shrubs and if *Calycanthus floridus* is ordered will not be satisfied with *C. laevigatus* or if *Philadelphus coronarius* with any kind of a Moek Orange.

It is perhaps too soon to expect great financial returns from a botanical nursery but the nurseryman that is as exact as possible in plant nomenclature does much to educate the public and is working for better conditions by which all will benefit.—Editor.

# THE PRIVETS

**T**HE adaptability of the Privets has made them one of the most important groups of plants, and when one comes to analyze their qualities they are really most deserving. Their uses are really not so diversified as they should be.

Being so universally used as hedge plants, the average planter does not give them consideration enough as ornamental shrubs. Even the California Privet, *Ligustrum ovalifolium*, which has become so common as a hedge plant as to be almost objectionable on that account, is really a beautiful shrub when grown naturally and not sheared into formal shape.

There are places around buildings for which no successful substitute can be found in the nurserymen's lists. The rich olive green persistency of the foliage and its ability to grow in places where many other shrubs will barely exist make it indispensable.

A year or two ago Irvin Ingalls, Lafayette, Ill., offered the Polish Privet, making many claims for it, especially in regard to its hardiness. The writer has had this under observation for a year or so and is much impressed by it. It is a stronger grower than the California Privet, quite distinct, even suggesting the willow in leaf and habit of growth. It is not at all twiggy, at least the plants under observation are not, but it may become so planted and grown as a hedge. It is certainly fine, clean-growing and distinct and evidently propagates as easily as the California Privet.

Another new or little known Privet is the compact Ibota Privet. The writer saw a nice block growing at Thomas Meehan & Sons, Germantown, Penna., and at Martin Kohankie's, Painesville, Ohio. Other nurserymen may have it but it is not at all well known, although I venture to predict it will become much more so. The name it is being grown under is *Ligustrum Ibota compacta*, yet it suggests the *Ligustrum Chinense* more than Ibota.

As seen in the nursery rows it is a remarkably fine thing, compact growing, leaves very small, very branching and twiggy, having a very light feathery appearance.

The color is light green and extremely attractive. It looks too attractive in its natural growth to plant and

clip as a hedge although no doubt it will make a good one.

The Ibota and Amoor River Privets seem to be very much confused, in ordering from a nursery one is never quite sure what will be sent. It is out of the question to get plants from two different sources and expect them to be the same. Maybe some of this confusion comes from different methods of propagation, as plants raised from seed are hardly likely to come true to a type while those from cuttings do. This is very clearly proved with *Ligustrum Ibota Regelianum*. A batch of seedlings will be sure to have upright forms of Ibota in it, in fact when raised from cuttings an occasional branch or plant will revert to type.

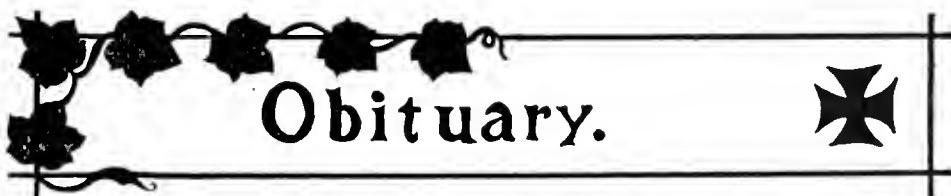
The true Regel's Privet when raised from cuttings so that the plants are all exactly alike is a most beautiful thing. The flat arrangement of the leaves and pendulous branches make it so distinct from the other privets. When planted as a hedge it should be knife pruned rather than clipped so that it will retain its true habit.

Grown naturally as a shrub it is unsurpassed. For many years the best variegated Privet was the *Ligustrum ovalifolium tricolor*, but it is so apt to revert back to the green form that it had to be constantly watched. The golden form has now superseded it, being both a better color and more persistent but even this will revert if too well treated.

All the Privets are more or less persistent, that is the leaves stay on until very severe frosts kill them. The plants never ripen up their growth but keep on growing as long as the weather permits so that they become evergreen in sheltered positions and in southern localities.

The *Ligustrum Japonica* and *Ligustrum lucidum* are true evergreen but unfortunately not hardy much north of the latitude of Philadelphia, except perhaps along the coast where the privets seem more at home and do better than farther inland.

The two last mentioned species are very similar, *Ligustrum Japonica* perhaps being a little the harder. They are both ideal plants for porch planting as the foliage is very rich and attractive and where they will do well the landscape gardener will never miss the bay and laurel.



## Obituary.

### MORGAN MILES

Morgan Miles, pioneer nurseryman of Santa Clara county, California, 73 years old, died at the home of his daughter at Santa Cruz, October 4th. He went to California around the Horn in 1853 and lived in San Francisco for more than half a century. He is survived by his wife and three daughters, Mrs. Charles A. Rose, of San Francisco, Mrs. R. L. Avenal, of Fresno and Miss Lou Miles, a teacher in the public schools of Santa Cruz.

Mr. Albert Van Balen, one of the firm of Felix & Dykhuys, Boskoop, Holland, died September 20th, 1914.

### MRS. D. S. LAKE

All nurserymen who are acquainted with D. S. Lake, Shenandoah, Iowa, will be sincerely sorry to hear of the death of his wife. Mrs. Lake died Friday, October 20th, after a long illness.

The many floral tributes from people in all walks of life bore mute testimony to the love and esteem in which she was held.

### JAMES JEFFREY

James Jeffrey, Kalamazoo, Mich., one of the oldest members of the American Association died at his home on the Gull road where he has lived and been engaged in the nursery business for the past 37 years. Mr. Jeffrey had attained the ripe age of 84 years.

## TREE AND SHRUB SEEDS.

Impatience is characteristic of the American and it may be this has something to do with the fact that the American nurseryman imports such large quantities of small stock for lining out in preference to growing it himself. He likes to start with a tree or plant that has some size to it and is ready for lining out in nursery rows. There is some excuse for the nurseryman who has not the facilities for raising small stock that has to be grafted, engrafted, layered or propagated by those methods which require special facilities, but there is no excuse for importing many of the native things which can just as readily be grown here as purchased from abroad. The general feeling that certain plants can be imported cheaper than they can be raised here is open to question, as there are many things to consider besides the first cost. The first cost of imported stock may be less but there is also greater danger of loss and other charges that are not applicable to home grown stock. Every nurseryman knows the advantage of having stock so he can handle it at the best and most convenient time and not just when it comes in and everyone will agree that seedlings which are home grown will do better than stock purchased from abroad or even from another nursery.

Quite a number of nurseries in the United States make a specialty of young stock. It would be a good thing if every nursery raised at least a portion of its own. It may not be possible or even advisable to propagate a full line and yet there are doubtless many things that are purchased which can be raised equally as well if not better than they can be purchased. They may only be common things like the *Berberis Thunbergii*, certain varieties of oaks, silver maples or some shrub that is native and well adapted to a particular location but they are worth while if there is a good market.

Collecting seed is quite a problem. It must be the result of experience. Of course, anyone can go and gather up the acorns that fall from a tree or when they see berries that are ripe go and gather them, but those who have made a practice of collecting their own seed realize that it is not quite so easy as it seems. The commoner things of course are always available but the choicer and rarer shrubs have to be located maybe the year before and then the time of their ripening carefully watched. A day or two will make a great deal of difference. There are few berries or fruits that are not food for birds and it is very easy to be a day late and find every single berry gone, where the day before there was a full crop.

It is seldom a nurseryman has trees or shrubs on his own place from which he can collect seeds as the nursery stock is usually young. It is a wise practice for the nurseries to have a stock ground where a choice thing may be planted and allowed to grow to maturity just for the purpose of obtaining seed or cuttings as the case might be. Some nurseries are located where there are large country estates and by arrangement with those in authority permission can easily be procured to get seed.

The time of sowing the tree and shrub seeds is largely a matter of experience. Many seeds like the maples have to be sown as soon as ripe because they will not keep. Others ripen so late in the fall that the ground is frozen before they can be planted so it is necessary to keep them over until spring.

There are no rules that can be given as to the proper time for sowing the seed. The most successful propagator will be the man who knows most about the plants and is best able to adapt his conditions to their requirements. For those without experience it may be suggested that fall is the best time for the large nuts with hard shells, *Cornus* of all kinds, *Crataegus* or Hawthorns, Beech, *Exochorda*, Privets, *Magnolias*, Planes, *Prunus*, Oaks, *Pyrus*, Buckthorn, Sumach, Wild Roses and *Viburnums*.

Seed that is very small and from trees and shrubs that are inclined to be tender, sowing in the spring is more likely to be successful. The Birch, *Catalpa*, Persimmon, Sweet Gum, Larch, Mulberry, *Paulownia* and Huckleberry are the better sown in the spring largely because the seeds are so very small or of such a nature that they can hardly be kept in the ground over winter without either decaying or being washed away.

This leads up to the question which is the best position for the seed beds? Shelter is one of the prime essentials as nothing is so detrimental to successful seed growing as exposure to dry winds, too much hot sun and those trying conditions that are sure to come some time of the year.

The ground should be plowed deep and cleaned thoroughly so as to reduce the labor of keeping the beds free from weeds later in the summer to a minimum. It is out of the question to sow seeds where the ground is full of perennial roots of weeds, as the cost of keeping them clean will be too much.

The beds may be of indefinite length but should be about three feet wide for convenience in weeding, shading and handling. Of course, if water is available all the better but it is really not an essential if the ground is properly prepared and facilities for shading are provided for.

Good success can often be secured by sowing seed on the frozen ground, providing the ground has been prepared in advance. The seed may be spread on the ground and then covered with sand. This method has much to recommend it as the sand will check the first crop of weeds in early spring, giving the seedlings a chance to get ahead. Of course if the seed sowing can be done before the ground freezes all the better, but very often as in the case of the wild roses the seed is not ready to gather before the frost and then it has to be cleaned and dried before it can be sown and it either means keeping it until the following spring or sowing it on the frozen ground.

Many seeds remain in the ground an entire season before coming up. The Hazel Nut will sometimes germinate in the early spring but often the seed will remain in the ground coming up the following year. *Euonymus*, *Chionanthus* and some others take a long time to germinate, not coming up until the second season. Other kinds, while they germinate the first season, make so little growth that there is hardly enough vitality to carry them over the first winter. Their care at this period is often a problem. *Euonymus alatus* is a good sample of this type. The plants perhaps will not be more than two or three inches and very slender. If left out in the open ground the frost invariably lifts them and the plant is lost. They have to be protected in some way or lifted and put in pots and carried over in the greenhouse or frame where they can be protected from the severe win-

ter.

The deep rooted things of course take care of themselves but it is always well to have the seed beds so arranged that a little covering can be put on when the winter is very severe to counteract the freezing and thawing of the plants and the soil, which is so detrimental to young plants.

In sowing seeds of trees such as Oaks, Catalpa, Maples, it requires quite a little experience before it can be done just right. Have the stand neither too thick nor too thin. Some kinds of seeds have very poor germinating power. *Liriodendron tulipifera* is a good illustration, the seed has to be sown thicker to insure a good stand. Of course, in large seeds like the acorns nearly everyone will germinate and it is easy to judge, and they should be sown just thick enough so that they can be allowed to stand in the beds for three or four years. This helps the tree and induces it to make a straight stem, making better stock for lining out than where there is too much room given to them, which has a tendency to make them grow stocky. This rule, however, does not apply to all kinds of stock as many kinds will deteriorate if left in the beds more than one or two years.

Seed beds in combination with a good storage cellar can be made a valuable adjunct to a nursery. Even without any consideration of selling plants a constant supply of trees worth raising can always be had and the nurseryman will find that his own stock is much better for his own use than that which is to be obtained elsewhere.

#### NATIVE SHRUBS AND THEIR ECONOMIC RELATION TO THE WILD BIRDS.

*By A. H. Lake, Black River Falls, Wis.*

Our country is the delight and wonder of every one for its wonderful and almost sudden burst of bloom in early spring, followed by fruitfulness and brilliant autumnal coloring of foliage. In this respect our country is in a class by itself as in almost all other countries the foliage unfolds slowly.

Very few of our people give thought or heed to our great obligations to the wild birds for their annual distribution of seeds which annually keep up the planting of the flora of our country. To the keen observer it is both wonderful and astonishing how widely and thoroughly the seeds of American plants are distributed on all soils and all elevations, by these tireless workers, the wild birds.

Nurserymen, landscape architects, superintendents of public parks and all distributors of nursery stocks have great opportunity to aid the wild birds by selecting a portion at least of the stocks handled of those shrubs that afford food for the wild birds. Many of these shrubs and small trees are very highly decorative for foliage, flowers and fruits. American landscape work would be much more interesting if more of the berried shrubs were used for background and frame work of the plantings and those shrubs cultivated for flowers used for trim.

Each year there is an increasing interest in shrubs that produce food for the birds and also value for decorative purpose for the home and public grounds. The planting of such shrubs brings the birds as they afford both food and shelter from their enemies. Children are

much more interested in berried shrubs than in those cultivated for flowers only and will incur long tramps through the woods for Sheepberry, Black Haw, Thorn-apples and Wild Plums and Grapes. Why not plant these on the home grounds for both the birds and the children?

The following list of shrubs and trees produce berries of which the birds are especially fond and many of them produce berries that delight children and also are valuable for culinary purposes.

*Amelanchier* (Juneberry), *Aronia* (Chokeberry), *Aralia racemosa* (American Spikenard), *Ampelopsis quinquefolia* (Virginia Creeper), *Celastrus scandens* (Bitter Sweet), *Cornus* (Dogwoods) *Crataegus* (Thornapple), *Ilex verticillata* (Northern Holly), *Lonicera* (Bush Honeysuckle), *Rhamnus frangula* (Alder Buckthorn), *Prunus Pennsylvanica*, *serotina* and *Virginiana* (Wild Cherries), Wild Roses, *Sambucus* (Elders), *Sorbus* (Mt. Ashes), *Viburnum* (Sheepberry, Haws, Arrowwoods, Wythe Rods), *Vitis* (Wild Grapes). All of these are highly decorative in foliage, flower and fruit and some can be used even on the smallest grounds. Several of them comprise a large family and many of the varieties are but little known which greatly retards their propagation and sale. There are about twenty of the *Viburnums* that are hardy north, yet only three or four varieties are generally in cultivation and procurable.

In preparation for their long flight south, the wild birds consume large quantities of berries of these shrubs during the months of August and September. On their early return in the spring many birds feed on the left over berries which affords them about the only food they can obtain until warm weather brings out the worms and insects.

Some of the Dogwoods, *Cornus Siberica*, *Cornus stolonifera* and *Cornus Baileyi* bloom and fruit twice during the summer. The first crop of berries are about the first berries available for the birds and the last crop of berries on these shrubs are greedily eaten just before the birds leave for the south. *Cornus* (Dogwoods) should be freely planted on all grounds.

D. W. Babcock, Manager Atlantic Nursery Co., Md., says:—Everything looks promising for a bumper season in young stocks and the best part is that we have stocks we can be proud of.

#### BUSINESS TROUBLES.

##### CASSEL NURSERY CO. BANKRUPT.

The Cassel Nursery Co., of Cleveland, Ohio, have gone into bankruptcy. Notice has been given by A. F. Ingersoll, Referee in Bankruptcy. First meeting of the creditors will be held on the 23rd of October, 1914, when proof of claims may be made.

##### E. E. DAVIS.—BANKRUPT.

E. E. Davis, of Norwich, New York, who has been selling nursery stock more or less, has filed a petition in voluntary bankruptcy, and William Brown has been appointed receiver.

The assets apparently amount to \$10,000.00, and unsecured debts to about \$14,000.00.

Mr. Brown is receiving proof of all claims.

## DESTROY EGG MASSES OF TUSSOCK MOTH AFTER LEAVES FALL

THE caterpillar of the tussock moth, which is noticeable because of three long black tufts of hair protruding from its yellow body, has done considerable damage to many shade trees in Washington during the summer and fall. This insect, which extends through the eastern United States, as far west as Iowa, seems to prefer poplars, maples, elms, alders, birches, and willows. Besides injuring trees, its barbed hairs occasionally produce considerable irritation on the skin of people upon whom the caterpillars drop. To control the ravages of this pest the coming season, the conspicuous white-egg-masses laid by the moth, should be destroyed after the leaves have fallen, when they may be very easily noticed.

The U. S. Department of Agriculture's entomologist considers the above method preferable to that of banding the trees after the egg masses have already been laid. During the past season a number of trees in the city of Washington have been banded to prevent the moths from climbing up their trunks when there were already egg masses above the bands which hatched out caterpillars. These caterpillars were prevented from coming out of the trees as much as others were prevented from coming into them. Of course, if the owner of a tree is sure that it is absolutely free from egg masses (which are always conspicuous and usually are found low down on the trunk) he may use a band to advantage to keep out intruders. For this purpose insect lime, of which there are several brands on the market, is the best substance and a ring made around the tree will give service for several weeks in warm weather without being renewed.

As soon as the leaves have fallen, egg masses should be scraped from the trees and then destroyed by burning. The work must be absolutely thorough, and not an egg mass overlooked. A better way, however, is to use applications of creosote oil on the eggs. This is similar to the liquid that is used against the gypsy moth in Massachusetts. About 50 per cent. of turpentine is added to it to keep it liquid in cold weather. The workman is furnished with a pole, to the end of which a small sponge is tied. He goes from tree to tree, dipping the sponge occasionally into the creosote preparation and touching with it each egg mass found. This is a simple and very rapid method. As with the other method, the work must be absolutely thorough.

There are two and probably three annual generations of the tussock moth in the city of Washington. In New York City and Boston there are two generations. A second generation will be more destructive than the first. The comparative harmlessness of this species as it goes farther north is probably due to the nondevelopment of the second generation.

In 1893, when the city of Washington was visited by an unusual number of these insects, one of the later generations of caterpillars which hatched about August 2, commenced to spin about September 3. During the latter part of September most of the moths made their appearance and the conspicuous white-egg masses were very abundant on the trees by the first of October. Caterpillars hatching after the first of October are unlikely

(Continued on page 415)

## GET RIGHT

By getting our trade list **RIGHT NOW** of choice young ornamentals for lining out. Both deciduous and Evergreen. Good Stocks of Plants, Nut Trees, Oaks, Locust, Catalpa, Privet, Barberry, Shrubs, Dorothy Perkins rose (10,000). Pinus, Arbor vitia, Douglas Spruce, Etc., Etc. Tree and Shrub seed WANTED. We want to hear from YOU.

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Rhododendrons, Clematis, H. P. Roses, Hardy Azaleas, Paeonies, Magnolias, Box Trees, Fancy Conifers, Hydrangeas and Shrubs, our specialties at our **HOLLAND NURSERIES**. Some of the goods on hand here during the packing season.

### SURPLUS CALIFORNIA PRIVET

### and ST. REGIS EVERBEARING RASPBERRY

Our PRIVET is exceptionally fine-specimen plants—having been planted far enough apart to allow perfect development. Each plant measures from 1 to 1½ feet through, ¾ feet high.

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**Roses New and Roses Old**  
 SUMMER GROWN ON OWN ROOTS  
 2½ inch for lining out      4 inch for short sets

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OUR SPECIALTY 1 YEAR PEACH in  
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Seeds for ornamental and forestry purposes. Send for catalogue.**CONYERS B. FLEU, Jr.**  
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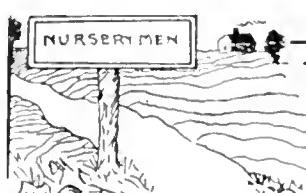
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 SPECIALISTS in Growing FINE STOCK to PLEASE PARTICULAR PLANTERS  
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**PENNSYLVANIA NURSERY CO.**  
GIRARD, ERIE CO., PA.**Business Movements.**

On the 17th day of September, 1914, we purchased the nursery business and good will of the Galbraith Nurseries, and of D. Hansen, the Nurseryman, and from now on the three nurseries will be run under the name of Fairbury Nurseries.

C. M. HURLBURT, Manager.

**BOTANY**

If there is one study the nurseryman should burn the midnight oil to become proficient in it is Botany. It is strange but true that although it is so closely connected with his practical every day work he usually knows as much about it as a common sailor about theology. Of course there is much in book study of botany that would have very little bearing on his practical every day work in the nursery. Like the courses at school and college that are intended to train the mind rather for their practical application, but a knowledge of botany opens up such a vast field of possibilities and is so closely connected with his work that any man wishing for a higher rating than that of a nursery laborer certainly ought to study botany.

If it does nothing else, it trains the powers of observation and fits him as an investigator and to experiment along independent lines. It gives him an assurance that can be obtained in no other way.

Prof. L. H. Bailey in his new cyclopedia of Horticulture devotes a good portion of the first volume to botany, indicating how fundamental such a knowledge is. Through botany one gets an insight into the plan of creation and the laws governing plant life. Their relationships, associations, harmonies and of course this has an important bearing on the practical work of propagating, growing, hybridizing, storing, etc. It is perhaps not wise for the young man who intends to be a nurseryman to devote too much time to "book learnin'" before he begins with the spade but a well balanced ration of both will produce the most efficient nurseryman.

**PIN OAK (Quercus Palustris) ACORNS**

Let us quote you prices in small or large quantities.

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Tea, Hybrid Tea. Hybrid Perpetual  
 40,000 2-year Canina budded, fine healthy plants  
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 5,000 Climbing Roses. 2-year old in best varieties.

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### STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.  
**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.  
**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.  
**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.  
**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.  
**Connecticut Nurserymen's Association**—President, T. E. Burroughs, Deep River, Conn.; secretary, F. L. Thomas, Manchester, Conn.  
**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Littooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.  
**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Rose-acres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.  
**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.  
**New England Nurserymen's Association**—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.  
**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.  
**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.  
**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaup, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.  
**Pacific Coast Association of Nurserymen**—President J. Vallance, Oakland, Cal; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.  
**Pennsylvania Nurserymen's Association**—President, Wilmer W. Hoopes, West Chester, Pa. Sec., Henry T. Moon, Morrisville, Pa.  
**Southern Nurserymen's Association**—President, J. R. Mayhew, Waxahachie, Texas; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, August 26 and 27th at Signal Mountain Inn, Chattanooga, Tenn.  
**Tennessee Nurserymen's Association**—President, Chas. Pennington, Rutherford, Tenn. Secretary, G. M. Bentley, Knoxville, Tenn.  
**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.  
**Western Association of Nurserymen**—President, W. S. Griesa, Lawrence, Kansas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December. Next meeting December 9 and 10th, 1914, at Kansas City, Mo.



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are the nationally known and used "BAUER" quality — no better grown. Fall bearing varieties that bear all summer—free from weeds—plants are healthy and big producers. Only proven varieties sold.

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We offer for Fall, 1914, a general variety of MULBERRY TREES at the lowest wholesale prices. Write for our trade lists and let us send you samples in September.

### Berberis Thunbergii Seedlings

1 yr. 10-14 in., 6-10 in. and 4-6 in.

Well grown plants

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Peach Trees in carload lots if wanted. Peaches 2 to 3 ft., 3 to 4 ft., 4 to 5 ft. Trees will caliper well to height, trees have good form, no bushy trees in them or ill shaped trees. Apricot and Plum.

California and Amoor River Privet in large quantities. Special prices will be made on carload lots.

### Marble City Nursery Co.

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**20,000 Viburnum Plicatum**  
Send for sample  
No obligation

**40,000 Berberis Thunbergii, grown from cuttings. Distinctly superior to stock grown from seedlings.**

**Send for Our New Wholesale Catalogue of November 1st.**

**Send for proof and prices**

**THE CONARD & JONES CO.**

WEST GROVE - - - PA.

(Continued from page 412)

DESTROY EGG MASSES OF TUSSOCK MOTH AFTER LEAVES FALL

to develop into moths.

The year after the pest in 1893 there were very few tussock caterpillars in the city of Washington. The pest was not nearly so abundant this year as in 1893, and there is no reason to believe that there will be any fewer next year than there have been this year unless there is a general campaign against the egg masses after the leaves have fallen.

October 8, 1914.

Editor "National Nurseryman,"  
Flourtown, Pa.

Enclosed we hand you a card just received from D. M. Andrews, Boulder, Colorado, and our reply thereto. Matters of this kind published in nurserymen's trade papers it seems to the writer would create an interest among nurserymen in such stocks and they in return would create interest in their clients.

We are just beginning the development of a shrub and tree seed business and in securing stocks we buy seeds. Recently we got some rose seeds from an eastern collector at 50 cents per pound for the seeds in the hips. After cleaning out these hips and separating the blanks that contained no meats, we had mighty little good seed to the pound.

It is astonishing how little knowledge the average American nurseryman possesses with regard to shrub and tree seeds.

Trade journals for nurserymen we think should be well filled with information and discussions with regard to propagating stocks from seeds and cuttings. Ignorance all along the line, among the nurserymen particularly and then their clients is what makes the nursery business an uninviting occupation.

Yours truly, A. H. LAKE.

According to the Daily Consular and Trade Reports arrangements are being made for a commercial test of a recently discovered method of concentrating apple cider by freezing and centrifugal methods. If this is a success it will be possible to concentrate 5000 gallons of the ordinary apple cider to 1000 gallons with only the water removed. It will be readily seen what an advantage this will be in shipping and more general use.

The Seventh Annual Report of the New Zealand Association of Nurserymen has been received and shows it to be in a flourishing condition. They evidently believe in thorough organization in the antipodes. In addition to the National Association as it may be termed, eight district councils have been formed to deal with local matters and advise and assist the national executive. The net increase of members the past year has exceeded forty.

Boulder, Colorado, October 5, 1914.  
Henry Lake Sons Co.,  
Black River Falls, Wis.

Gentlemen:—

Referring to your favor of shrub and tree seeds. I note that you give *Rosa Arkansana* as syn. for *blanda*. This is evidently an error as *Arkansana* is confined to Colorado and the upper Missouri region and as now understood is entirely distinct from *R. blanda*.

Yours truly, D. M. ANDREWS.

# A Better Tree Digger for Less Money

We now offer to the trade the new William P. Stark Tree Digger—with practical improvements that make it the strongest, most durable and most satisfactory digger on the market—and at a special low introductory price

**\$75**

## Note These Features

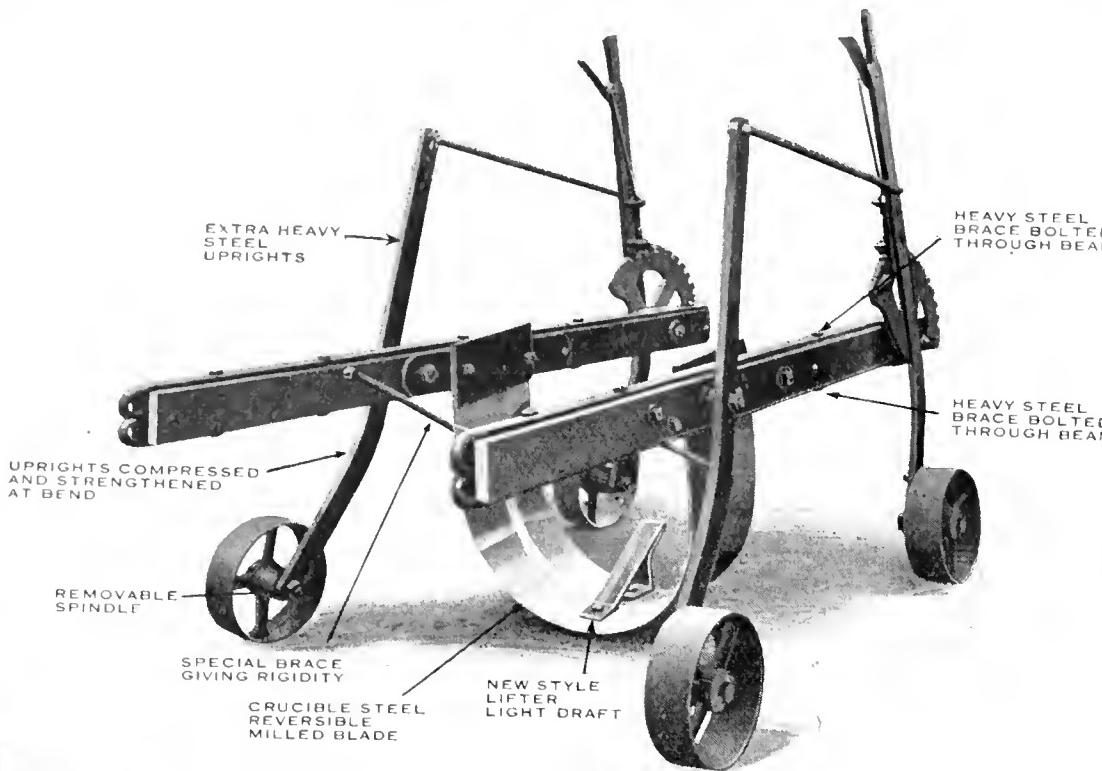
Heavy, crucible steel blade with cut edges milled, not rolled. Blade reversible. Seasoned oak beams, reinforced by heavy, bolted steel brace.

Uprights of 3-inch steel compressed and enlarged at bend, giving additional strength. Special brace from beam to blade makes digger run straight and easy.

## Repairs and Extra Parts Reasonable

We furnish extra parts to fit this or any regular standard measurement digger at very reasonable prices. One of our new crucible steel blades with cut edges will double the life of your present digger. Blade alone, \$30.00. Write for full details.

**William P. Stark Nurseries**  
NEOSHO, MISSOURI



## An Ad Addressed Particularly to Nurserymen and Dealers

### Nurserymen and Dealers

YOU have orders for trees that save fifteen years. We have been manufacturing such trees in the best possible manner. You take none of the risk but have a chance to make a profit, based on your knowledge of trees, and the confidence your customers have in that knowledge.

It is a proper ambition in tree planting, to save time. You have been in the habit of discouraging planting of shade trees, 6 inches in diameter, because you have seen 1½ inch trees make a beautiful head, 8 feet wide, in three years, while the 6 inch tree, originally 15 feet wide, has shrunk to 8 feet wide, and become thin and unsightly. Experienced planters and landscape architects have had the same experience. That has been one handicap. The other has been a fear of financial loss if the trees die, and becoming a laughing stock of the community.

We have overcome these handicaps. Our large trees do grow successfully, because they have been trained for transplanting. They are dug with roots spreading 15 feet and packed to carry successfully a thousand miles.

We guarantee them not only to grow, but to grow satisfactorily. It is the cheapest way we can advertise. If the tree is not satisfactory, for instance, has a third of the top gone, we are glad to ship another one. The purchaser has a trifle for freight, and the bother of planting, but it is the best way to educate him to properly water, mulch and drain the tree, and make customers of his friends and neighbors.

Planting large trees is therefore, not a rich man's gamble, but just as safe an investment as a porch or awning, and just as important as beautiful pictures or a smooth lawn.

Send for special prices on these large Norway Maples, Red Maples, Lindens, Pin Oaks and other trees, 5 to 10 inches in diameter. We have a number of them perfect in every way, that we are offering at one third to one-half reduction, because if they stay two years longer, they will close in our Nursery Roads, or commence to crowd. We planned to get up a big stock of these trees, and grow them in a wholesale, economical way, and distribute them in the territory from Michigan and Kentucky, to the Atlantic. Now they are ready, and we ask you to help mar-

ket them to the mutual advantage of all three parties concerned.

October and November are ideal times for shipping. The weather is moist and cool; the roots get started, and the tree grows more vigorously than if planted in the rush next April.

Big Evergreens are another demand you often meet, to enclose home landscapes and afford a screen higher than the level of the eye.

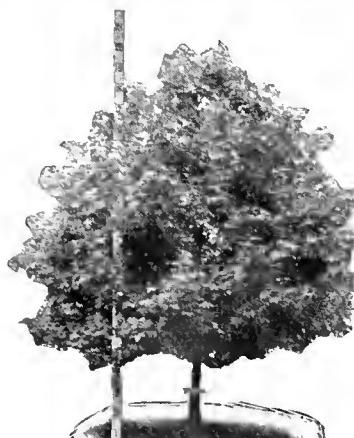
For this purpose, we have hundreds of White Pine, Austrian Pine, Spruce, Fir, Hemlock, Arbor Vitae, Retinospora, from 8 to 25 feet high.

We can show you blocks of hundreds of trees, moved in the winter of 1911 and 1912, 12 feet high. Every tree is growing one foot or more. Not the thin, stunted growth you have often seen. This is because we root pruned the trees in 1910. Now they are ready for your customers, at the time when evergreens are most appreciated.

The same guarantee holds as above.

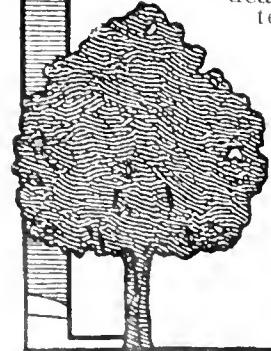
You can approach your customers with a proposition of large shade trees and large evergreens, and offer them a brand of large trees which they have seen advertised in the Country Life Magazines, for the last dozen years. You can make up a mixed carload order. We will help you estimate for freight and planting. It enables you to do successfully, what has been only partly successful heretofore. It gives you prestige for future planting operations.

Send for our fully illustrated catalogs and printed matter. They're full of suggestions for the right kind of planting.



20 year Norway Maple  
20 ft. high, 18 ft. spread.

**Hicks Trees**  
Isaac Hicks & Son  
Westbury, Long Island



## LEVAVASSEUR & SONS,

Wholesale Growers of Fruit Tree Stocks, Ornamentals, Evergreen Seedlings, etc. Best Grading Quality, and Packing. Largest shippers to this country. All leading nurserymen are our regular customers. Orders booked now for delivery for season 1914-1915 at lowest list prices. For further information address our

American Agents, AUGUST ROLKER & SONS, New York, 51 Barclay Street or P. O. Box 752.

*Nurseries at Ussy and Orleans  
FRANCE*

When writing to Advertisers please mention The National Nurseryman.

# ENGLISH NURSERY STOCK

GROWN IN LARGE QUANTITIES

RHODODENDRONS a splendid lot this season, fine bushy plants. Plenty of the hardy Catawbiense named varieties suitable for the American climate including the newer and superior kinds.

AZALEAS, ANDROMEDA, KALMIA and other American plants in great variety.

CONIFERS a large stock, of all hardy kinds.

HARDY ORNAMENTAL, EVERGREEN and DECIDUOUS TREES.

ROSES. Dwarfs and Standards in all varieties.

CLEMATIS AND CLIMBING PLANTS.

FRUIT TREES Espalier trained pyramids in quantity.

FRUIT TREE STOCKS for Nurserymen, 20 acres in APPLE, PEAR, PLUM, CHERRY, etc.

MANETTI ROSE STOCKS 1 year splendidly rooted from sandy loam, none better imported.

A general assortment of hardy outdoor stock. Glad to answer inquiries.

THIRTY YEARS SUCCESSFUL TRADING IN THE STATES

No Agents. Write direct for wholesale catalogue to

**WALTER CHARLES SLOCOCK,** Goldsworth Nurseries, Woking Surrey, England

Half an hours rail from London, London & S. W. Ry., Main Southampton Line. Cable Slocock Woking. (A.B. C. Code).

## The Westminster Nursery

Westminster, Md.

J. E. Stoner, Prop.

We offer for Fall 1914 and Spring 1915

Peach, 1 yr. Buds, 35 varieties	Apple, 2 yr., all grades
Apple, 1 yr. Buds	Asparagus, 1 and 2 yr.
California Privet, 1 and 2 yr.	Carolina Poplars, 8 to 16 ft.

Can supply the above in car lots or less, also Downing, G. B. Ruby and Miller Red Raspb., Catalpa Spec. Seedlings, Barberry Thunbergii, Magnolias. Hydrangeas, P. G. Japan Maple, Red Leaf Spireas and Deutzias in asst. Evergreens, N. Maple, Etc.

Please submit list of wants for prices.

We offer N. C. Natural Peach Seeds, Crop 1914.

## Vincennes Nurseries

VINCENNES, IND.

W. C. Reed, Prop.

We are pleased to offer the following in carload lots or less for Fall 1914:

CHERRY—Two year, leading sour varieties.

CHERRY—One year, sweets and sours.

STANDARD PEAR—Two year, one of the best blocks we have grown strong on Bartlett.

APPLE—Two year buds, XX fancy stock.

APPLE—Two year grafts and one year buds.

PEACH—One year, all leading varieties.

General line of other stock in smaller quantities.

Call and inspect our stock en route to or from the Convention.

## Foster-Cooke Co.

Nurserymen

Fredonia, N. Y.

Growers of

## Grape Vines, Gooseberries and Currants

One and two years old. Graded up to the highest standard. Our stock never looked better. Write us for catalog. Send us your list of wants. Our prices are right, our stock A No. 1.

We are long on Gooseberries, 1 and 2 year; Niagara, 1 year; Worden, 1 year; Mo. Ely, 1 year; Fay Currants, 1 and 2 year.

Write for special prices.

## WE OFFER

For Fall 1914

Grape Vines, Currants and Gooseberries  
in all varieties and grades

—also—

Grape and Currant Cuttings and Light  
Grade of Vines for Lining Out  
in Nursery Rows

WRITE FOR PRICES

**F. E. SCHIFFERLI,** Fredonia, N. Y.

## THE CHASE LABELS

For Nurserymen and Florists are Exceeded by None

Plain, Painted, Wired with Tinned or Copper Wire and  
**PRINTED IN ANY MANNER** that may be called for

Prices as low as First-Class Work and Unequalled Promptness in Delivery will justify.

**THE BENJAMIN CHASE CO.**

DERRY, NEW HAMPSHIRE

P. O. Address, Derry Village      Western Union Telegraph

We have a splendid stock of

## Grape Vines

and other small fruit plants for the Nursery trade, graded up to the highest standard and sure to please you.

Give us a trial order, send in your list now for quotations

**WILLETT & WHEELOCK**

North Collins, N. Y.

# HEADQUARTERS FOR CALIFORNIA PRIVET HEDGING

A Full Half Million Plants for the Coming Autumn and Next Spring's Shipment

The Grades I Have to Offer are:

ONE YEAR, 12 TO 18 INCHES  
ONE YEAR, 1½ TO 2 FEET  
TWO YEARS, 1½ TO 2 FEET  
TWO YEARS, 2 TO 3 FEET

TWO YEARS, 3 TO 4 FEET  
TWO YEARS, 4 TO 5 FEET  
THREE YEARS, 3 TO 4 FEET  
THREE YEARS, 4 TO 5 FEET

All are well branched, bright and clean. The two and three year grades have been cut back one or more times. Very attractive prices—especially in car lots. Correspondence Solicited.

J. T. LOVETT,

Monmouth Nursery,

LITTLE SILVER, N. J.

I have a surplus of the following stocks, which I can offer in first quality and best grading at moderate prices:

#### APPLES AND PEARS

branched and straight roots

ROSA MANNETTI, MAHALEB  
and

MYROBOLAN PLUMS

Ask at once the quotations for December or January shipment.

P. E. VAN DER LAAN Veendam, Holland.  
Telegrams: Nurseries

## Genuine North Carolina NATURAL PEACH PITS

It will pay you to buy your seed now for next season. There was a good crop this year, and two good crops never come together. Prices will be much higher next season. We can supply you with 1914 pits, write us for prices and samples. . .

J. K. Morrison Gro. & Prod. Co.  
Statesville, N. C.

## 4000 Privet Balls

Squares and Pyramids, 3 to 5 feet. Unusually fine specimens, closely sheared. Must be sold.

Also 100,000 California Privet  
4 to 8 feet, grown from 1 to 2 feet apart, in a row.

Make us an Offer

Come and Select

LEWIS & VALENTINE COMPANY  
Nurseries: - East Rockaway, L. I., N. Y.

We are now ready to quote lowest prices on  
**FRUIT, SHADE AND ORNAMENTAL  
TREES, SHRUBS, EVERGREENS,  
VINES and HERBACEOUS  
PLANTS**

FOREST TREE SEEDLINGS we only have in limited supply this season, and would advise placing your orders early.

TREE SEEDS we can supply in limited quantities. Send list of your requirements for lowest prices. Trade

The Willadean Nurseries  
Sparta, Ky.

## JAPANESE BAMBOO CANES

JUST THE THING FOR STAKING PLANTS AND  
SMALL TREES

	Per Bundle.
6 feet (1000 to bundle) .....	\$ 6.00
6 feet (2000 to bundle) .....	11.00
8 feet (1000 to bundle) .....	9.00
10 feet (500 to bundle) .....	6.00
12 feet (100 to bundle) .....	4.00
14 feet (100 to bundle) .....	5.00
16 feet (100 to bundle) .....	7.00

STUMPP & WALTER CO.  
30 and 32 Barclay Street NEW YORK

SURPLUS OF 1 YEAR, NO. 4

## Grape Vines

15,000 MOORE'S EARLY  
30,000 CONCORD  
15,000 NIAGARA  
5,000 CATAWBA

Splendid Stock. Ready for shipment after Nov. 1st.

HOW MANY CAN YOU USE?

We also have other small fruits for the nursery trade. They are described fully in Allen's 1914 Book of Berries. Send for it.

W. F. ALLEN CO. 96 Market St., Salisbury, Md.

// Write for  
Prices

# W A N T A D V E R T I S E M E N T S

## WANTED

An experienced man as cashier and book-keeper. Must have a general knowledge of the nursery business. State age, whether married or single and do not fail to give names of references, otherwise application will not be considered. A permanent position and a good salary to a competent man.

Address Station G, Box 2053, Los Angeles, California.

## WANTED

Position as manager or assistant manager of the growing department of some good Nursery, by a practical Nurseryman, have had (30) years experience, do not drink or gamble, can furnish best of reference. Address

P., CARE OF NATIONAL NURSERYMAN.

### NURSERY AT SACRIFICE.

Here is an unusual opportunity to acquire a complete, up-to-date Nursery with modern equipment in thriving city of the Northwest. Business well established. Good terms. Will take part-payment in stock. Best reasons for selling. A snap if taken at once.

K., care of National Nurseryman.

## F. DELAUNAY

The Nurseries

Angers, (France)

### Specialties

Fruit Tree Stocks as : Apple, Angers Quince, Mazzard Cherry, Mahaleb Myrobolana, Pears, Etc.

Forest Tree Seedlings and transplanted Evergreens, Ornamental Shrubs, Manetti Multiflore Roses in great quantities.

Catalogue free on application

Sole agent C. H. Weber,

The Nurseries,

Greenfield, Ind.

## The Southern Nursery Co.

Winchester, Tennessee

### OFFER

For Fall 1914 and Spring 1915

A Well Assorted Stock of

**APPLE one and two years old**

**PEACH one year and June buds of all the leading varieties**

Can Make up Assorted Carloads—

**Cherry, Plum, Apricot, Pear, Shade Trees, etc.**

Fine lot of Field-Grown Roses, Ornamentals, Evergreens, etc.

In fact we do a LARGE WHOLESALE BUSINESS, guaranteeing our stock to be first-class in every way.

WANTED—A thoroughly competent man to take entire charge of our nurseries. American preferred.

THE NEWBURY, Inc.,

MITCHELL, S. D.

WANTED—Capable aggressive young man as correspondent in retail department of large mail order Nursery firm. Must have some knowledge of office systems, advertising and catalog building. Write fully giving qualifications, experience, references and salary expected in first letter. THE D. HILL NURSERY CO., Dundee, Illinois

## PERSISTENCY IN ADVERTISING.

One stroke of a bell in a thick fog does not give any lasting impression of its location, but when followed by repeated strokes at regular intervals the densest fog or the darkest night can not long conceal its whereabouts. Likewise a single effort in advertising—as compared with regular and systematic advertising—is in its effect not unlike a sound which, heard but faintly once, is lost in space and soon forgot.



## THE FLORISTS EXCHANGE

EVERY SATURDAY  
Advertising Space, \$1 Per Inch Subscription, \$1 Per Annum  
Under this title we publish the most reliable, progressive and up-to-date trade paper in the country, with departments covering the **Nursery, Florist, Seed Trade and Allied Industries**. With a paid up subscription and distribution list of 9000 copies, nearly every copy of which is to men in business for themselves the worth of our columns will be readily appreciated. The editor of our Nursery Department is and has been for years, JOSEPH MEEHAN, of Philadelphia.  
For sample copy, discounts, etc., address  
The Florists Exchange, P. O. Box 1697, New York City.

## GRAPE CUTTINGS

Chas. C. Nash, Three Rivers and Kalamazoo, Mich.

# Bobbink & Atkins

Nurserymen and Florists

## RUTHERFORD, NEW JERSEY

Palms and General Decorative Plants, INSPECT  
Conifers, Shade and Ornamental Trees INVITED

ASK FOR WHOLESALE CATALOGUE

Place your orders now for

### EVERGREEN

## Seedlings and Transplants

Choice stock for lining out and commercial planting.

Write for our catalogue and save money.

**The North-Eastern Forestry Co.  
Cheshire, Conn.**

### HEADQUARTERS

....FOR....

## Oregon Champion Gooseberry and Perfection Currant

Attractive prices made now for Advance Orders

—also—

A very complete line of general Nursery Stock, including a choice assortment of one year Budded, and two year Apple and Pear.

Correspondence solicited.

**Portland Wholesale Nursery Co.  
301-302 Stock Exchange Bldg., Portland, Oregon**

## WICK HATHAWAY

Dept. 3.

Madison, Ohio.

Offers the trade for fall 1914

Eldorado, Blowers, Merceru and other Blackberry and Dewberry R. S. Plants, St. Regis, Herbert, Eaton Perfection, London Miller, Marlboro and Cuthbert (Reds). Golden Queen (Yellow). Raspberry—also have acreage of each—in Royal Purple, Shaffer's Colossal, Haymaker and Columbian (Purple). Cumberland, Gregg and other Black Cap for Tip. plants. Also about 30 000 transplants in variety. Strawberry Plants in leading variety. Write your wants and



Try Hathaway First

## The Commercial Nursery Co.

WINCHESTER, - - - - - TENN.

We offer Peach Trees, Apple and Plum Trees, good assortment. Send us your want list and let us quote you prices on what you need. We can ship by the Car Load. Leading varieties of Pecans grown at our Florida Branch. . . . .

Palms and General Decorative Plants, INSPECT  
Conifers, Shade and Ornamental Trees INVITED

ASK FOR WHOLESALE CATALOGUE

## CARFF'S NURSERY

Headquarters for

## Small Fruit Plants

1200 Acres "At it 25 Years"  
Strawberries      Rhubarb  
Raspberries      Asparagus  
Blackberries      Horseradish  
Dewberries      Hardwood Cuttings  
100,000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See wholesale list before placing your order.

**W. N. SCARFF**

New Carlisle,

Ohio

## All Nurserymen

Wanting FRUIT TREE SEEDS and EUROPEAN Forest Tree Seeds of the very best quality at low prices should write for special offers to

**FRITSCH & BECKER**

Wholesale Seedsmen **Grosstabarz, Germany**

Offers of American Tree Seeds appreciated.  
Code, 5th edition A. B. C. used.

A Large Stock of

## Apple, Pear, Cherry and Peach Grape Vines, Blackberry and Raspberry Plants

And a general line of ORNAMENTAL TREES and SHRUBS. All stock clean and thrifty, the best that can be grown.

T. B. WEST, Perry, Ohio

## FRUIT TREES

## ROSES

## MANETTI STOCKS

in heavy quantities

Please write direct as we have no agents.

Catalogue free on application

## S. SPOONER & SONS,

The Nurseries,  
Est. 1820

Hounslow,  
England

## Northern Grown Nursery Stock

We Grow a General Assortment of Trees, Shrubs, Vines, Roses and Herbaceous Perennials, Etc.

Prices Reasonable. Wholesale Trade List for the Asking.

**The Bay State Nurseries, North Abington, Mass.**

# ORNAMENTAL STOCKS

NURSERIES  
420 ACRES

## WE GROW

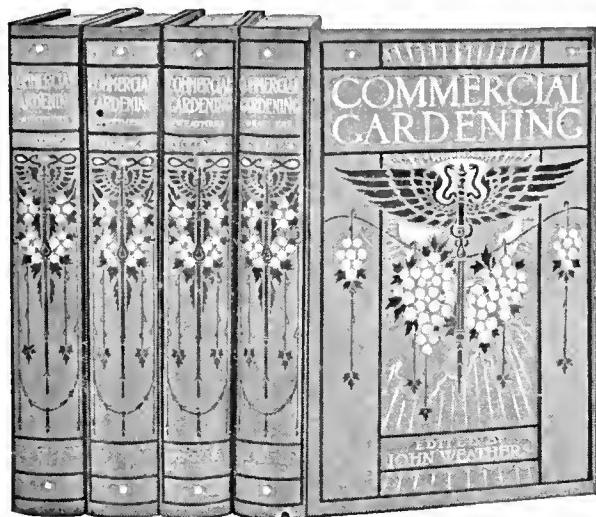
**FRUIT TREE STOCKS**—All Sizes.  
300 varieties of Conifers, 1 to 4 years old.  
1200 varieties of Ornamental Trees and Shrubs, 1 to 3 years old.  
1600 varieties of New and Old Ornamental Trees & Shrubs in all Sizes  
250 varieties of Climbing Plants.  
400 varieties of Conifers, 1 to 4 feet high.  
400 varieties of Perennials.  
800 varieties of New and Old Roses.

We Have No Agents.  
Write direct to us and  
ask for WHOLESALE  
CATALOGUES

16 Route d'Olivet

TRANSON BROS. & D. DAUVESSE'S NURSERIES,  
**BARBIER & CO., Successors**

Orleans, France



Packed with Information That Has Not Before Been Published.

## Commercial Gardening

IN FOUR BEAUTIFUL, ILLUSTRATED VOLUMES  
By JOHN WEATHERS and 20 other experts

It is invaluable to every grower, who will find it helpful. The language is untechnical, straightforward and practical.

The illustrations are profuse and produced with that thoroughness and beauty for which British books are famous. Two composite cardboard models of the cabbage and potato in natural colors are presented to each subscriber.

The complete set of four volumes will be sent to you for only \$1.00 down and \$2.00 a month for seven months or until \$15 is paid.

Further particulars on request.

The National Nurseryman,

Rochester, N. Y.

L Levavasseur & L Courant, Proprietors-Directors.

Established 1795

## LOUIS LEROY'S NURSERIES COMPANY OF ANGERS, FRANCE.

Export Exceeds 25,000,000 Stocks Annually

## FRENCH FRUIT TREE STOCKS and Ornamental Stocks

Wholesale Growers and Exporters of High Grade Nursery Stocks ; Such as  
Pears, Apples, Mahaleb, Mazzard, Myrobalan and Angers Quince Stocks. Forest Trees, (Seedlings and Transplantations)  
Evergreens, Ornamental Shrubs Manetti, Multiflore and Roses. Also a full line of Ornamental Stocks. For Wholesale.  
Catalogues and Price lists, address us or our

American Agent, H. Frank Darrow,

New York, 26 Barclay St. or P. O. Box 1250

## DON'T TAKE OUR WORD FOR IT!



### Try It Yourself For 10 Day Without Deposit

If not satisfactory simply return it and no questions asked.

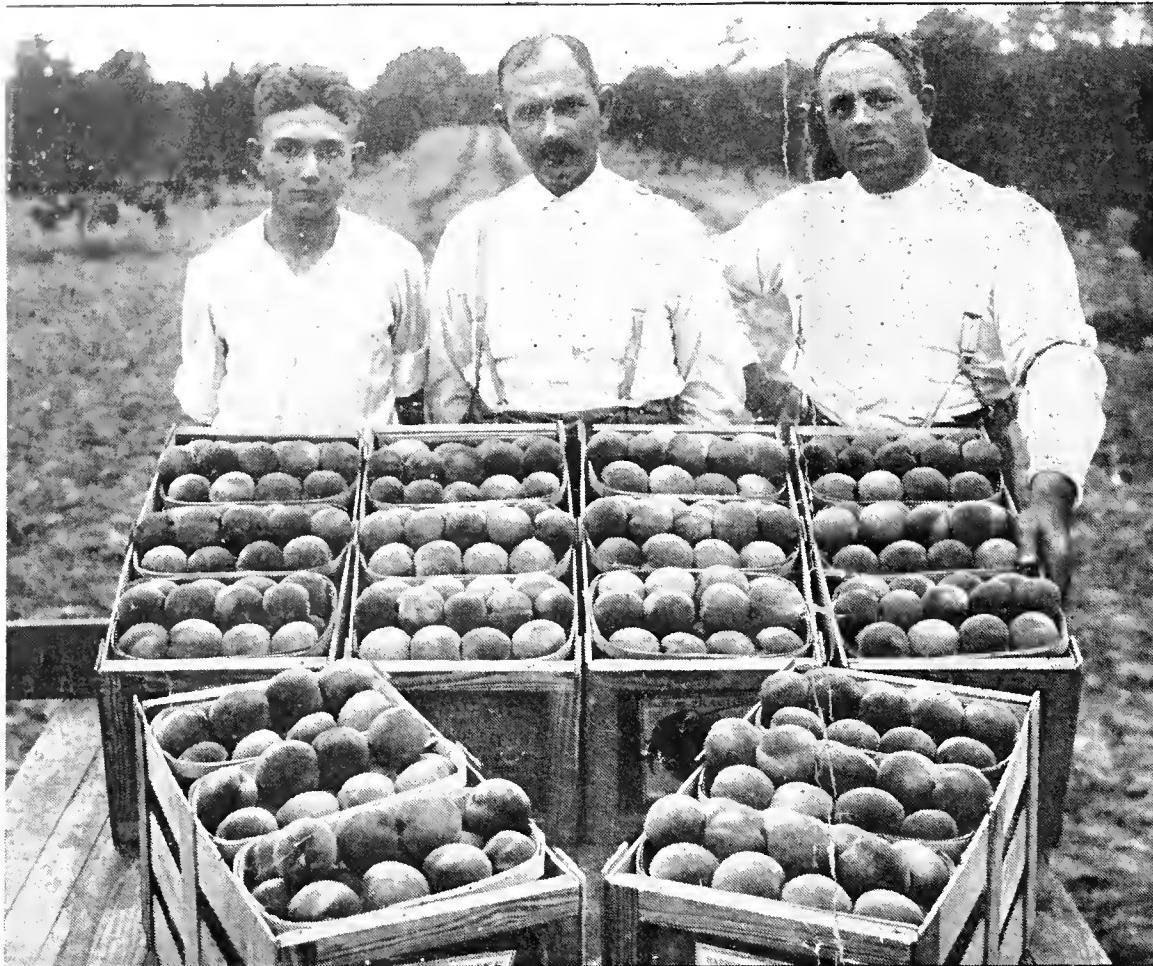
The DAUS' IMPROVED TIP TOP DUPLICATOR is the result of 25 years' experience and today is used and endorsed by thousands of business houses and individuals, including prominent Railroad and Steamship Companies, Standard Oil Company, U. S. Steel Corporation, etc.

Our negative rolls now have our new "DAUSCO" OIL PARCHMENT BACK, giving additional strength and efficiency.

100 Copies from pen-written and 50 copies from type-written originals—Clear, Clean, Perfect.

Complete Duplicator, cap size, Price \$7.50 less special discount of 33 1-3 % \$5.00  
Felix A. G. Daus Duplicator Co., Daus Bldg. 111 John St., New York

# Things You Should Consider When You Buy for Your Trade



Henry L. Harrison, Orlando Harrison Geo. A. Harrison  
Upper boxes show last picking in our orchards of Carmen; lower boxes first picking of Ray and Belle of Georgia.

WHEN heavy demands for certain kinds of stock come in, the big thing is to know where you can get the trees or shrubs *quick*. You cannot afford to hold up the orders for it means loss to you and annoyance to your customers.

**Wire HARRISON'S**—We have almost every variety growing somewhere on our 2500 acres and can ship immediately.

You want to be sure that the trees you send out are free from insect pests and fungous diseases, that they are true to name, big enough and strong enough to grow anywhere under the hardest condition.

**Wire HARRISON'S**—We grow the trees we sell; we know they are right, or they are never shipped.

## Some of our Specialties

Baldwin, Stayman, M. B. Twig apples; Kieffer Pears; Ray, Elberta, Belle of Georgia, and Carmen Peach; Norway Maples, Koster's Blue Spruce, Retinospora.

This list gives a suggestion of what we grow at Berlin; it will aid you in making up your requisitions for fall. Write us if you have time—**WIRE** if in a rush. We are on the job all the time.

### APPLES 1 YR. BUDED

2,000 Alexander	1,800 N. W. Greening
250 A. G. Russett	1,200 Paradise Winter Sweet
60,000 Baldwin	4,500 Red Astrachan
4,000 Ben Davis	20,000 Rome Beauty
600 Bonum	19,000 R. I. Greening
400 Bismark	2,600 Spitzenburg
250 Chenango Strawberry	5,600 Stark
500 C. R. June	80,000 Stayman's Winesap
19,000 Delicious	5,000 Smokehouse
16,000 Duchess	4,000 Summer Rambo
3,000 Early Harvest	250 Sweet Bough
1,000 Fallawater	500 Talman's Sweet
1,200 Fourth of July	250 Transcendent Crab
9,300 Fameuse	10,700 Wealthy
3,000 Gano	15,700 Winesap
13,000 Gravenstein	500 Winter Rambo
13,000 Grimes' Golden	2,600 Wolf River
800 Golden Sweet	39,000 Williams' Early Red
270 Hyslop	9,300 Winter Banana
1,400 Hubbardston	1,900 Wagner
20,000 Jonathan	34,500 Yellow Transparent
2,400 King	6,200 York Imperial
2,500 Lowry	
45,000 McIntosh	
2,200 Maiden's Blush	
51,000 M. B. Twig	
1,000 Nero	
2,500 Newtown Pippin	
6,000 Northern Spy	

### APPLES 2-YR. BUDED.

46,400 Baldwin	370 Early Harvest
1,450 Ben Davis	75 Early Strawberry
240 C. R. June	300 Fallawater
500 Delicious	500 Fameuse
200 Dominie	870 Gano
4,000 Duchessa	10 Golden Sweet
	1,800 Gravenstein
	7,000 Grimes' Golden
	10 Hubbardston
	13,500 Jonathan
	1,200 King
	28,500 M. B. Twig
	5,700 McIntosh
	75 Mo. Pippin
	250 Myrick
	3,400 Nero
	370 N. W. Greening
	270 Opalescent
	650 P. W. Sweet
	600 Rambo
	350 R. I. Greening
	2,000 Red Astrachan
	870 Rome Beauty
	50,000 Stayman
	200 Smith's Cider
	250 Smokehouse
	370 Spitzenburg
	6,000 Stark
	200 Strawberry Chenango
	150 Summer Hagloe

### APPLES 3-YR. BUDED.

1,300 Stayman's Winesap
17,000 York Imperial

### CRAB APPLE 2-YR. BUDED.

150 Golden Beauty Crab
90 Martha
300 Transcendent

### PEARS 1-YR. BUDED.

20,000 Keiffer
PEARS 2-YR. BUDED

### PEARS 2-YR. BUDED

25,000 Keiffer
PEARS 3-YR. BUDED

### PEARS 3-YR. BUDED

9,600 Keiffer
PEACH 1-YR. BUDED

### PEACH 1-YR. BUDED

1,000 Admiral Dewey
900 Alexander

**Harrison's Nurseries**  
J.G. HARRISON & SONS  
BERLIN  
PROPRIETORS  
MARYLAND

Designed and written by The McFarland Publicity Service, Harrisburg, Pa.  
Press of Robinson Publishing Company, Hatboro, Pa.

# INDEX



# THE NATIONAL NURSERYMAN



DECEMBER, 1914

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

OFFER A GENERAL LINE OF

## Choice Nursery Stock

### CHERRY and STD. PEAR

of Extra Fine Quality.

If you are in the market for superior trees write us for prices.

### I. E. Ilgenfritz' Sons Co.

MONROE, MICH.

## THE JEWELL NURSERY CO.,

Wholesale Nurserymen

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

Everything in the line of Nursery Stock suited to Northern culture.

*Let us figure with you*

## MOUNT ARBOR NURSERIES

E. S. WELCH, Proprietor

136 Center St., :: Shenandoah, Iowa

Make a Specialty of a Complete Line of High Quality Nursery Stock for WHOLESALE TRADE

**APPLE TREES**—We wish to call special attention to the finest lot of Apple we have ever grown; none better on the market.

**BLACKBERRIES**—Large stock root-cutting plants.

**ORNAMENTALS**—A select lot of Silver Maple, 2 to 2½-in., 1½ to 2-in. grades; Ash, Box Elder, Linden, American Sycamore, Horse Chestnut, Catalpa, Poplars, Norway and Sugar Maple.

**PRIVET**—California, Ibota, Amoor River North.

**CRIMSON RAMBLER ROSES**

**APPLE GRAFTS**—Any style made to order; machine wrapped; quality guaranteed; none better.

**ASK FOR FALL TRADE LIST.**

Always pleased to quote your wants.

## When You Buy Our TOP NOTCH **Berberry Thunbergii** Seedlings

You know they are right. They are money-makers too. A large Stock in all Grades.

**C. R. BURR & CO.,**  
—MANCHESTER, CONN.—

# BULLETIN No. 3

Since writing last Bulletin, we have received all Belgium shipments and are now receiving shipments from Japan, Holland and England in large volume. Shipments from France, Madagascar, Australia, etc., are also on their way to us.

## French Stock

There is practically no doubt that December and February shipments will be made, almost as in normal seasons, and at not excessive freight rates. The French Nurseries are located far from the scene of hostilities, the stock has made a good growth this season, the men taken from the Nurseries and offices by mobilization have been replaced and work continues as in times of peace. We can still book orders for all FRUIT and ORNAMENTAL STOCKS.

## Holland Stock

There is also but little doubt that Spring shipments will be made from all sources, Boskoop, Oudenbosch and Dedemsvaart on schedule time and at normal freight rates. Fall shipments continue to arrive. We can still book orders for Boxwood, Roses, Rhododendrons, Maples, Lindens, Herbaceous stock and all similar lines for Spring shipment at reduced prices.

## English Stock

Some shipments are now on the way across. Freight rates reasonable. Gooseberries are sold out but we can still book orders for English Manetti at usual import prices.

## Raffia

Shipments continue to arrive irregularly. Increased freight rate and war risk insurance raises our selling price a little, but we expect to take care of our regular customers while the war lasts.

If you haven't got our import prices on above lines, please write for them. The best way you can help others is to help yourselves—keep on plugging for business and keep on smiling.

**McHutchison & Co.,** The Import House **17 Murray St., New York**

## RECEIVER'S SALE OF REAL ESTATE OF THE PHOENIX NURSERY COMPANY

By virtue of an order and decree of the Circuit Court of McLean County, Illinois, on the 5th day of November, A. D., 1914, I, John Y. Chisholm, Receiver of Phoenix Nursery Company will sell at public auction to the highest and best bidder, at 2 o'clock P. M., on

**Saturday, January 16, 1915**

At the east door of the Courthouse in Bloomington, Illinois, the Real Estate of The Phoenix Nursery Company, comprising a trifle over 65 acres, nearly all of which is located within the City limits of Normal, Illinois, (a suburb of Bloomington and connected by street car.)

This is one of the oldest and best known Nurseries in the United States with a patronage in nearly every State and Territory in the Union.

There are located on these grounds, Greenhouses with about 60,000 feet of glass, heated by steam, large Barns, Sheds and Cribs, also very large Packing House and two large frost proof cellars, besides Grafting and Propagation Houses, Office and other buildings.

A part of this property would make an ideal addition to Normal if not desired to use in connection with the Nursery. The Receiver will offer the Property in Pareels and also as a whole.

The Receiver invites personal inspection of Property prior to date of sale and will be pleased to answer any inquiries concerning same.

**Address; JOHN Y. CHISHOLM, Receiver, The Phoenix Nursery Co.  
Bloomington, Illinois, Box 625**

# “STILL MOVING FORWARD”

A familiar headline in your morning paper; and the story that follows the head tells of the movements of the great armies that are fighting for—what?

The headlines are stale; the victories are exaggerated; the defeats, the hardships, the horrors of the war are glossed over—or omitted entirely—for what?

## Making America's Opportunity

European competition in American markets is too small to count. In the month of October the balance of trade was tremendously in favor of the United States as against a large European balance in July. This was for stuff that America had raised or made and sent abroad.

Things are coming our way—they are HERE if we make the most of our opportunities. Millions of men who tilled the fields of Europe last year are now fighting over the same ground. The crops are gone, but the soldiers must eat—who on earth but America can furnish the foodstuffs?

## It's Time for You to Go In

The people who sell foodstuffs are your potential customers for seeds, trees, plants. Through them, some of this business belongs to you. Whether you sell seeds or trees, farm machinery or fertilizers, you can get a part of it this winter and spring. It is time now to make your plans for advertising, for catalogues, for follow-up. Plans that are carefully WORKED out, and CARRIED out to a finish, will bring your share of the business that is sure to come.

## Good Times Now in Our Plant

Acute Nurserymen and Seedsmen have made their plans, and their catalogues are under way. Our plant is working one-half more than “full time”—and we won't be out of the woods until January. Additional machinery has helped some, but we cannot PROMISE to have any more big catalogues ready to ship before January 15th.

For deliveries after that date, come quick, and we will take care of you; but if you wait a week or ten days longer NOW, it will mean a corresponding delay THEN. Get ready for the business that is coming. Write us—or, better still, wire us to reserve a place for your advertising material for the coming spring.



J. HORACE McFARLAND COMPANY

Mount Pleasant Press

HARRISBURG · PENNSYLVANIA

**I**F things don't just seem to suit you,  
And the world seems kinder wrong,  
What's the matter with your boostin'  
Just to help the thing along?  
'Cause if things should stop agoin',  
We'd be in a sorry plight.  
Just keep that horn ablowin'—  
Boost 'er up with all your might.

If you know some fellow's failin's,  
Just forget 'em, 'cause you know  
That same fellow has some good points—  
Them's the ones you want to show.  
"Cast your loaves out on the waters,  
They'll come back," a saying true;  
Mebbe, too, they'll come back buttered,  
When some fellow boosts for you.

—Brush and Pail



"Boostin' up" your business is our business.  
Are you ready to have us give you a lift and  
"keep that horn ablowin'?"



The McFarland Publicity Service  
HARRISBURG, PA.

## NURSERYMEN AND FLORISTS

looking for stock can find largest assortment in United States at the

# PAINESVILLE NURSERIES



HYDRANGEA PANICULATA GRANDIFLORA

**F**RUIT and Nut Trees, Deciduous, Trees, Shrubs and Evergreens, Hardy Roses, Vines and Plants, Grapes, Gooseberries, Small Fruits, Bulbs, Seeds, Palms and other tender Greenhouse plants. Have large stock stored in frost-proof cellars that can be shipped at any time desired; switch from N. Y. C. lines direct into our packing house. Can load without exposure. Unsurpassed facilities for handling orders large or small.

### A Few Specials While They Last

Standard Pears in assortment, Duchess Dwarf Pears, Bourgeat Quince, Prunus Pissardi and Triloba, Cuthbert and other Raspberries, Concord and other Grapes.

### Our Specialties Are

Roses, H. P. Moss, Ramblers, Climbers, etc., Peaches, Pears, Plums, Cherries, Ornamental Trees and Shrubs in car lots, Weeping Mulberries, Elm, Ash, Clematis, Ampelopsis, Paeonies, Hydrangeas, Bush and Tree Perennial Plants.

# THE STORRS & HARRISON CO.

No trouble to price your list of wants

PAINESVILLE, OHIO

50 Years 1200 Acres 44 Greenhouses

When writing to Advertisers please mention The National Nurseryman.

# SPECIAL NOTICE

We have a large surplus of 2-year Apple Trees. An ideal lot in every way. They are very thrifty in growth, smooth, nice bodys, and well proportioned. Good assortment of leading kind for Commercial orchards, North and South. Our grades will run  $\frac{5}{8}$  to  $\frac{3}{4}$ ,  $\frac{3}{4}$  up,  $\frac{1}{2}$  to  $\frac{5}{8}$  if wanted.

Peach Trees in carload lots if wanted. Peaches 2 to 3 ft., 3 to 4 ft., 4 to 5 ft. Trees will caliper well to height, trees have good form, no bushy trees in them or ill shaped trees. Apricot and Plum.

California and Amoor River Privet in large quantities. Special prices will be made on carload lots.

## Marble City Nursery Co.

KNOXVILLE - - - - - TENN.



*Looking across our California Privet.  
Photo taken Aug. 25th.*

## California Privet

We offer 3 to 4 ft. well branched, beautiful plants of California Privet, 2 year, cut back to ground last spring, all new growth, bright, and clean. Write for prices.

-----  
*Our new TRADE LIST now ready.*  
-----

## CHASE NURSERY CO.

CHASE, - - - - - ALABAMA.

Have you seen and examined the quality and finish of our

## Rawhide Brand of Shipping Tags and Tree Labels

printed or plain, strung or wired?



This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our reference are the largest nursery men in the United States.

**The Denney Tag Co.**  
West Chester, Pennsylvania

## Right From Japan

Came our first plant from Collector Hall. It produces a home hedge, from which, by cuttings every year since, our stock has been perpetuated. We offer sixty thousand plants of original Barberry, superior to seedlings because they are much more even and uniform in growth, habit, and coloring.

Send for Prices  
=====

## THE CONARD & JONES CO.

WEST GROVE - - - - - PA.

## WANT LISTS

Are invited from our regular customers and those who ought to be. We have a good stock in general assortment for delivery this fall and next spring.

We sell only to nurserymen and we do not compete with our customers. Stick a pin in that. It is worth remembering.

## Jackson & Perkins Company

WHOLESALE ONLY

Newark, - New York

## BAILEY'S BRAND NEW STANDARD Cyclopedia of Horticulture

The National Nurseryman, by special arrangement with the publishers, offers this work on easy terms. Six large quarto volumes. More than 3,600 pages. 24 full page exquisite color plates. 96 beautiful full page sepia halftones. More than 4,000 text engravings. 500 Collaborators. Approximately 4,000 genera, 15,000 species and 40,000 plant names.

The new Standard Cyclopedia of Horticulture has been freshly written in the light of the most recent research and experience. It is not merely an ordinary revision or corrected edition of the old Cyclopedia, but it is a new work from start to finish with enlarged boundaries geographicaly and practically; it supercedes and displaces all previous editions or reprints of every kind whatsoever. It is both an Encyclopedia and a Manual, for with the aid of its Synopsis and Key, amateur and professional alike may quickly identify any plant, shrub or fruit contained within the set, and then receive expert instructions for its cultivation.

### Send for 16 page Prospectus

Containing complete description. Everything newly written, up-to-date and beautifully illustrated in colors and sepia.

## The National Nurseryman

Livingston Building

Rochester, N. Y.

## Heikes—Huntsville—Trees

Huntsville

## Wholesale Nurseries

Huntsville, Ala.

JESSIE S. MOSS, Prop.

We offer for Fall of 1914  
in large quantities as usual:

### S P E C I A L T I E S

APPLES—Commercial varieties, one and two year, in large supply. As fine in quality as ever grown.

PEARS—Kieffers, one and two years old. A much smaller crop than heretofore.

CERRIES—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.

CERRIES—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

PEACHES—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.

ROSES—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.

PRIVET—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.

PECAN SEEDLINGS—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

Address, HUNTSVILLE WHOLESALE NURSERIES  
HUNTSVILLE, ALA.,

## 64TH YEAR Baltimore Nurseries FRANKLIN DAVIS NURSERY COMPANY

Baltimore, Md.

We offer for Fall 1914: High Grade Stock.

General Line:

Peach, Apple, Pear, Cherry, Plum, California  
Privet in 1 and 2 year fine stock.

Oriental Planes, Norway Maples, American  
Elms, Silver Maples, Horse Chestnuts, Etc.

Will make prices right on Peach and Privet in carload lots  
for early orders.

## Send Us Your List of Wants

### W. FROMOW & SONS

offer many thousand Hardy American Rhododendrons in the very best varieties, such as Charles S. Sargent, Mrs. Charles Sargent, Henrietta Sargent, H. W. Sargent, Charles Dickens, F. D. Godman, alba elegans, Atrosanguineum, Kettledrum, Lady Armstrong, Fastuosum fl., pl., etc., etc., in strong, bushy, well budded plants up to 4 feet in height.

Also Azalea Mollis, Ghent Azalea, Azalea Pontica, Andromeda florabunda and japonica. Roses Orleans, Mrs. Cutbush, Jessie, and all the leading H. P., H. T. and Tea varieties. A very large collection specimen Conifers and flowering shrubs.

WINDLESHAM NURSERIES  
Surrey, England.

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A Magazine of Trade News and Cultural Information for the NURSERYMAN, FLORIST, SEEDSMAN and GARDENER. A reliable exponent of advanced Trade and Progressive Horticulture.

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Iron or Copper Wired, Printed, Painted, or Plain. We furnish the standard size of printed tree labels

### Printed on Both Sides

at no extra cost. Nursery Row Markers. Printed Labels and Green Tapering Plant Supports.

### PAPER SHIPPING TAGS

Tags for Every Purpose. General Printing. Our Capacity is such that we guarantee prompt shipments. Write for samples and prices giving estimate of number wanted.

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ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

### The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nursermen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale. SUBSCRIPTION PRICE \$1.00 per year in advance

Advertising Rates on Application

THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated

Livingston Building, Rochester, New York

When writing to Advertisers please mention The National Nurseryman.

## W. T. HOOD & CO.

Old Dominion Nurseries

Richmond,

Va.

Growers of a complete line of general Nursery Stock

### PEACH SEED

Tenn. and N. C. Naturals. We have a few hundred bushels 1913 seed we are offering at market price. We expect to have our usual stock of 1914 seed to offer as heretofore. Write for quotations.



### QUALITY PLANTS

to the dealer, guaranteed true to name and to reach you in good condition

### STRAWBERRY PLANTS

are the nationally known and used "BAUER" quality — no better grown. Fall bearing varieties that bear all summer—free from weeds—plants are healthy and big producers. Only proven varieties sold.

Free Catalogue for Nurserymen and Market Gardeners  
Bauer Bros. "A" Judsonia, Ark.

Write Us for Prices on Good Plants  
Wholesale Growers. Established 1880

Charles Detriche, Senior  
ANGERS, FRANCE

Grower and Exporter of Fruit-Tree Stocks,  
Forest Tree Seedlings, Rose Stocks, Shrubs,  
Vines, and Conifers for Nursery Planting.

For all information as to Stocks, prices, terms, etc., address

Jackson & Perkins Co.  
(SOLE AGENTS)  
NEWARK, N. Y.

ALL "AMERICAN NURSERYMEN"  
Wishing to do business with Europe should send for the  
*"Horticultural Advertiser"*

This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, 75 cents. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

Editors of the "H. A." LOWDHAM, NOTTS,  
ENGLAND

ESTABLISHED 1893

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When writing to Advertisers please mention The National Nurseryman.

## Fruit Tree Stocks

Apple, Pear, Myrobalan Mazzard, Mahaleb, etc.,  
seedlings and transplants  
Quince and Manetti Cuttings, etc.

Most Complete Nursery in This Line

## DOORNBOSCH & ZOON

Veendam, Holland  
No Agents Telegrams: Cultura

## Fruit Tree Stocks

## WOOD LABELS

For Nurserymen and Florists

The kind that give satisfaction.

Facilities for the handling of your requisite, combined with the quality of our product is unsurpassed.

Samples and prices are at the command of a communication from you.

## Dayton Fruit Tree Label Co.

South Canal St., Dayton, Ohio

## The Framingham Nurseries

200 Acres  
High Grade  
Trees, Shrubs,  
Evergreens,  
Vines, Roses,  
Etc.



Fine Stock  
of  
Rhododendrons  
Kalmias  
and  
Andromedas

Send for Price List

W. B. WHITTIER & CO.

FRAMINGHAM, MASS.

## Norway Maple Silver Maple and Carolina Poplar

IN CAR LOTS ALL SIZES  
GET OUR PRICES

The Greenbrier Nursery Co., Inc.

Greenbrier, Tennessee

## FAIRFIELD NURSERIES

### FRUIT AND SEED FARMS

### OFFER for Fall 1914

GRAPE VINES—One and two years old. Varieties largely Moore's Early, Concord and Niagara.  
Also Scarlet or Crimson Clover Seed and Cow Peas. Free from weed seeds, all re-cleaned and guaranteed first class.

Correspondence solicited. Price list upon request.

### CHAS. M. PETERS

P. O. Address, Salisbury, Wicomico County, Md., R. F. D. 3  
Long Distance Phone and Telegraph, Salisbury, Md.

## Fumigation with Hydrocyanic Acid

Gas Generated from Cyanide of Sodium 129%

Is the only positive eradicator of San Jose Scale and other Insect Pests. Endorsed by all agricultural experiment stations.

Manufactured by

The Roessler & Hasslacher Chemical Co.

100 William St., New York

In stock ready for immediate shipment

## PLATE BOOKS

Containing COLORED PLATES of 225 Standard Varieties.

Can we send one on approval?

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**V.G.'S** **VERY GOOD**  
HARDY NURSERY STOCK SUCH AS  
AZALEAS, BUXUS,  
CONIFERS, EVERGREENS,  
PAEONAS, MAGNOLIAS,  
RHODODENDRONS,  
ROSES, ETC.

Offered by

**G. W. VAN GELDEREN**

Wholesale Nurseries

Ask for Catalogue

BOSKOOP (Holland)

REPRESENTED BY  
W. B. VAN EYK, 14 Stone Street, New York, N. Y.

225 ACRES  
of  
**Ornamental Trees**  
**S H R U B S**  
*and*  
**EVERGREENS**  
*OF EVERY DESCRIPTION*

*Choice Stock for Nurseymen whose trade demands the best material.*

*Send for Catalogue.*

THOMAS MEEHAN & SONS  
WHOLESALE NURSEY MEN  
DRESHER, PENNA.

**SPECIAL NOTICE**

APPLE QUINCE PEAR CHERRY  
PEACH PLUM

A Fine Block of  
Own Root Roses

ORNAMENTAL TREES                   SHRUBS  
BERRIES                               CLEMATIS  
EVERGREENS                          PEONIES     PHLOX  
PYRAMIDAL and STANDARD  
TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete  
lists and carload lots.

**W. & T. SMITH COMPANY**  
GENEVA, N. Y.

63 Years

700 Acres

Apple Trees 2 years, Buds  
Apple Trees 2 years, Grafts  
Cherry, Peach, Plum  
Kieffer Pear, 1 and 2 years  
Gooseberries  
Grapes, Rhubarb  
Flowering Shrubs  
Shade Trees  
Apple and Pear Seedlings  
Catalpa Bungei  
Bechtels Fowering Crab

**FOREST TREE SEEDLINGS**

Catalpa Speciosa  
Elm, Maple, Honey Locust  
Black Locust, Osage

**J. H. SKINNER & CO.**  
TOPEKA, KANSAS

**NOW READY**

**We Offer For Prompt Shipment:**

ROSES, FIELD-GROWN. Own roots and budded.  
ABELIA GRANDIFLORA Field-grown, transplanted.  
LAUROCERASUS. (English Laurel.)  
MAGNOLIA FUSCATA Pot-grown  
OLEA FRAGRANS Pot-grown.  
OSMANTHUS AQUIFOLIUM Pot-grown.  
LIGUSTRUM JAPONICUM.  
LUCIDUM, NEPALENSE, and other good varieties, fine bushy plants.  
CAMPHOR. Pot-grown.  
SATSUMA ORANGE, Budded on Citrus trifoliata, field-grown  
BIOTA AUREA NANA. (Berckmans' Golden Arborvitae)  
BIOTA AUREA CONSPICUA  
WISTARIAS. Best sorts, grafted.  
APPLES. One and two year.  
FIGS.  
ENGLISH WALNUTS. 18 to 24 inches, 2 to 3 feet and 3 to 4 feet, transplanted; fine straight stock.  
JAPANESE WALNUTS.

We also offer a fine stock of Deutzias, Spiraeas, Philadelphus, Hydrangea Otaksa, Pomegranates, Elms, Texas Umbrella, Tulip Poplar, Weeping Mulberry, Sycamore, Oaks, and a general line of ornamentals.

Send us your list of wants and let us figure on same.

**P. J. BERCKMANS CO., Incorporated**

**FRUITLAND NURSERIES**                   **AUGUSTA, GEORGIA**  
Established 1856                              Over 450 Acres in Nursery

## The Best Tree Digger on Earth



Used and Recommended by Leading  
Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
LOUISIANA, MO.

### TO THE AMERICAN NURSERY AND FLORIST TRADE

Gentlemen:—On account of the war, we have not printed this season any catalogue, although we have the best lot of **Nursery** and **Florists'** stocks we have had in years.

We have not printed a catalogue because its preparation has been stopped by the uncertainty in which we have been during the months of August and September.

We do not speak about the uncertainty of the results of the defensive war which from the first day we have believed would turn in a victory for France and her allies, but of the uncertainty about the means of transport of our goods.

Now we are sure that the French railways touching the seaports in connection with the U. S. A., are able to do their work which is commenced satisfactorily since the end of October via Le Havre and Bordeaux.

In these conditions, we put our service at the disposition of our American colleagues for the following articles:

**ROSES.** Several millions, deliverable in the best sorts, old and new in splendid choice. Our collection is one of the greatest in the world.

**ROSE STOCKS.** Enormous lots of **Manetti**, **Multiflora de la Grifferaie**, **Multiflora Polyantha**, **Dog Rose**, etc., etc.

**FRUIT TREE STOCKS.** Enormous lots of **Apple**, **Mahaleb Cherry**, **Pear**, **Myrobalan Plum**, **Quince** etc., etc.

**YOUNG DECIDUOUS and EVERGREEN ORNAMENTAL TREES AND SHRUBS.** Very large assortment and splendid choice.

**YOUNG CONIFERS FROM OUTDOOR** and in pots. Very good.

**YOUNG FOREST STOCKS** (Conifers and others. Splendid).

**NEW, RARE, or NOTICEABLE TREES and SHRUBS.**

**HARDY HERBACEOUS PLANTS.** New, Rare, or Noticeable; also the best in general varieties. Big assortment of Hardy Asters (Michaelmas Daisies), Peonies, Phloxes, etc.

If you have in hand our Catalogue dated Autumn 1913, Spring, 1914, please refer to it, taking account that our new prices are about the same, except those for some Fruit-tree stocks, Roses and Rose stocks, which have been lowered, some of them considerably.

We shall be pleased to quote at once on any inquiry, and the best care will be bestowed on all orders we may receive.

Our nurseries are under the control of the Paris Phytopathological station. American customers are requested to send with their orders the **number** of their import permit. (A permit may be obtained without difficulty from the Department of Agriculture, at Washington.)

New customers will assist in making shipment by sending French or English references.

Awaiting the favor of hearing from you in the course of the season, and we trust quite early, we remain, gentlemen, Yours faithfully,

**E. TURBAT & CO.**

Jules Gouchault & Turbat Nurseries  
E. Turbat & Co., Successors, Orleans, France.

We have every facility for growing evergreens from seed—plus the finest natural location that we know of in the United States, plus over 50 years' practical knowledge of how to do it best. We are now growing millions of them for nurserymen's and dealers' trade, lining out, etc., and you will find

## Hill's Evergreens

the best investment you can make—if you are looking toward permanent results and satisfied customers, as well as the first cost of the trees. We go to a great deal of trouble and expense gathering and sowing our seed, but we think it's worth it all to know that the little trees are true to name, and healthy and vigorous. Our customers, too, have found that it's worth the cost to know that they're getting *reliable* trees when they buy here. If you want the best evergreens you can get for your trade let us tell you more about those of "Hill Quality."

**THE D. HILL NURSERY CO., Inc.**

*Evergreen Specialists*

D. HILL, President Box 401, DUNDEE, ILLINOIS

## NURSERY BANDS

Manufacturers of

### STEEL BOX STRAPPING

FOR

### NURSERY PURPOSES

½-inch, ¾-inch, 1-inch and wider, cut to any length from 8 inches to 72 inches, at lowest possible prices. Have, sometimes, bargain lots of steel strapping, 1-inch to 1½-inch wide, random lengths. : : :

WRITE US

COVERING YOUR WANTS IN STEEL BANDS

## American Steel Band Co.,

888 Progress Street,

ALLEGHENY, PA.



**P. D. BERRY**  
WHOLESALE NURSERYMAN,

Is offering for Fall trade 1914

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**P. D. BERRY,**  
Dayton, Ohio

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10,000 York Imperial Apples, 11-16 in. and up  
20,000 Staymen's Winesap Apples, 11-16 in. and up  
200,000 Apples, 2 yr. buds. Fine  
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# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

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## NAGASAKI, JAPAN

By James McHutchison

July 2nd, 1914.

ONE would think by looking at the map of the eastern coast of Australia from Sydney to Cape York—the extreme northern point of Australia, that there was little to interest one, but on the contrary, the entire route—which takes a passenger steamer seven

of them. We passed the Quetta Rock, it was under water and so named because the S. S. Quetta—a fine British Indian steamer located it by striking it about 20 years ago, some hundreds of the passengers and crew went down. Also we saw the spot in Torres Straits where the S. S. Tasman recently went ashore, Mad. Nordiea, a famous singer, was one of the passengers and recently



*Native Thatch Huts, Manila, Philippine Islands.*

days to run—is between islands and the Great Barrier Reef acts as a sea breakwater for thousands of miles. We were inside of these reefs practically the entire distance, like an inland sea, the water as smooth as a river. We stayed a day at Brisbane—the capital city of Queensland—and at Townsville, one of Queensland's newer, ports, which is the terminus of railroads which tap the immense cattle and sugar areas, but which has not yet railroad connection with the other Australian ports.

Between Townsville and Thursday Island there are many small islands and reefs, also villainous looking sandbars, many of them barely showing above the water and marked only by beacons with cross arms like telegraph poles. Our ship had to anchor every night, for the channels could not be followed in the dark. This locality is very dangerous for navigation and many fine ships have met their doom here; we saw the remains of several

died in Java as a result of her experiences. She was returning to Europe after being some months in the small hospital at Thursday Island.

Thursday Island is one of the numerous small islands off the north coast of Australia, nearly all mail steamers make it a port of call, it is the center of the pearl fisheries region and has a population of about 2,000 Chinese, Japanese, Kanakas, Papuans, and other islanders in all copper and black shades—also a few whites. We were told that the mortality among the pearl divers averaged 20 per cent. a year, so the average life of a pearl diver is 5 years. Life is held very cheap everywhere in the far east.

It rained all the time we were there, but that didn't prevent us seeing all there was to be seen.

For practically the whole distance between Australia and the Philippines, right through the center of the East

Indies, we were in sight of islands, mostly controlled by the Dutch, British and Germans. We passed near enough to the island of Ceram to see the native temples among the palm trees on the beach, also near enough to Celebes to see some volcanoes, for there are many active volcanoes in these islands, our steamer starting up schools of flying fish. One sees just enough of these islands to fire the imagination and hears enough from the traders and travelers about cannibals, headhunters and savages, which inhabit them, to make it difficult to decide whether he would like to land on them or run away from them.

Our first sight of the Philippines was the southern end of Mindanao—the largest island of the group, which stretched along our right, while on our left was the Sulu archipelago—also part of the Philippines, stretching along

Bay, passed strongly fortified Corregidor Island, then passed Cavite—where Dewey annihilated the Spanish fleet in 1900—and anchored inside the breakwater.

Manila has a population of about 350,000, including about 7,000 whites. The population of the islands is seven and a half millions, including 600,000 savages and 15,000 whites, mostly Americans, British and Spanish. We went up the Pasag River in a launch to the old Bridge of Spain. This river is a busy one, with native sailing craft, painted in gaudy colors and with peculiar shaped high sterns and queer shaped sails contesting the right of way with modern steamers. There is a strange blending of the old and new in Manila, in the streets are heavy wheeled Filipino carts drawn by patient and slow moving cariboons or water buffalos, with grey hairless hides like



*Canal in Manila, Philippine Islands.*

toward Borneo. There are over 3,100 islands in the Philippine group, the three largest being Mindanao, Luzon and Panay, we saw all of them and passed within half a mile of the town of Zamboango, where the American military headquarters for Mindanao are. Native thatched huts on poles stretch along the water front among the cocoanut palms for miles on either side of the town and many natives in their queer looking boats, with outriggers on both sides came out towards us. Vegetation is luxuriant—as in all East India Islands, everything looks peaceful along the water front, but we could see many blockhouses and other evidences of past warfare. The American flag flying there looked mighty good to us seven Americans aboard our Japanese steamer and before we had seen very much of the Philippines, we earnestly hoped that the Stars and Stripes would continue to float there.

Early on the morning of June 26th, we entered Manila

a rhinoeeros—along side of a touring automobile or electric street car. The modern Manila Hotel, as large and fine as many of the California ones, is within easy walking distance of Filipino villages of thatched huts. Such contrasts.

We strolled through the Spanish walled city and lunched at the Manila Hotel and dined in the English club, where dozens of brown lizards 7 inches long were running over the ceilings, keeping them absolutely clear of flies and insects. An automobile ride took us through the Filipino quarters on the outskirts of the city, nearly all of these huts are built on stilts and are made of light matting thatched with palm leaves, the Filipinos still live in very crude style and it will be a long time before they can govern themselves. We went through the Bilibid prison, claimed to be the largest in the world, a very interesting sight and one that I would not have missed for much, we saw 3,700 prisoners drilled with the finest mili-

tary precision and fed in four minutes. The regime of this prison civilizes rather than punishes and is a good illustration of the fine work the Americans are doing in these far away islands. While we were there, the fear was expressed by many British and Germans as well as Americans that the United States would, in the near future, turn over the government of the islands to the Filipinos and we were told that policy would be a great mistake and it certainly seemed so to us.

At Hong Kong we were on the fringe of the great Chinese Empire of over 400 million people. The island is at the mouth of the Canton River, close to the mainland, all entrances and neighboring heights are very strongly fortified for the British have made of this place a second Gibraltar and maintain a permanent garrison of over 5,000

city of Victoria (Hong Kong) contains fine modern buildings, excellent clubs and large banks, for Hong Kong is the gateway to China and an immense business is done there. There are a few electric trams, but the principal mode of getting around is by a chair carried on the shoulders of two coolies and by jinrickshaws, the narrow streets are jammed with these conveyances. You can hire a rickshaw for 10 cents per hour, or a chair with two men all day of 12 hours for 50 cents, they go fast too, the rickshaw men always run and the chair men walk. Europeans seldom walk, it is too hot, besides the smells are not so noticeable when riding, so one seldom sees any but Chinese in the narrow streets. We went up the funicular to the Peak and looked down on the city and harbor 1800 feet below us. Behind us many islands dotted



*Part of Harbor, Hong Kong, China.*

soldiers there. While I am not ready to admit that Hong Kong harbor is one of the most beautiful in the world—as some claim, I think it certainly is one of the busiest and most interesting. The shipping is very large, not far behind New York or London, hundreds of ships of all nations lie at anchor in the large land-locked harbor and that no space be lost, many Chinese junks and thousands of native sampans fill up the intervening spaces. Millions of Chinese live in sampans on the rivers and harbors and though these boats are usually only from 16 to 20 feet long, the whole family of 8 or 10 people live in them, if they haven't enough children of their own, they buy more and bring them up as their own. They eat sleep, and live on these small boats—and seldom go on land, of course everything is done on deck and they always seem to be busy and happy.

The population of Hong Kong is about 340,000, with about 90 per cent. Chinese. The European part of the

the estuary of the Canton River, noted for the number of pirates which infest its waters; the hulk of the Canton-Hong Kong regular nightly steamer Tai-on lay just below us, it was attacked by river pirates about six weeks back, then burnt and run ashore, about 126 people including many white passengers were killed or burnt. British torpedo boats have since patrolled this part of the river, but some passengers we met in Hong Kong, who had just returned from Canton, told us that 50 or 60 shots had been fired at them from the river banks. These pirates usually find safe refuge in Macao—the Portugese settlement about 35 miles from Hong Kong on the other side of the river.

There are no horses in Hong Kong, all heavy merchandise is carried on bamboo poles on the shoulders of coolies or on large hand trucks pulled by coolies. We were told that the Chinese poison any horses taken there, fearing that the horses would do the work the Chinese

want to be paid for doing, a steam roller was introduced and the Chinese tried to poison that. All around Hong Kong the British exercise a quiet but powerful control, while there are thousands of military and naval men stationed there, they are seldom seen in uniform, but to a close observer, the controlling force of a great power is present everywhere. The European part of the city is

policed by Sikhs—fine tall sinewy English speaking Indians; the Chinese sections are policed by native Chinese. If a sign was hung up in Hong Kong reading "If you want to know who's boss around here, start something," it would be most appropriate.

We are now nearing Japan, which will be the subject of the next letter and the last of this series.



*Street in Hong Kong, China.*

## AMERICAN POMOLOGICAL SOCIETY

**W**E are indebted to Prof. E. R. Lake, Bureau of Plant Industry, Washington, D. C., for a list of incorrect variety names of fruits from current American nurserymen's catalogues, together with the accepted forms in full type.

It is to the interest of all nurserymen to take advantage of the work of the Pomological Society in their efforts to bring order out of the chaos of the nomenclature of fruits by bringing their catalogues in line.

**THE CODE OF NOMENCLATURE  
of the  
AMERICAN POMOLOGICAL SOCIETY  
Priority**

Rule 1. No two varieties of the same kind of fruit shall bear the same name. The name first published for a variety shall be the accepted and recognized name, except in cases where it has been applied in violation of this code.

A:—The term "kind" as herein used shall be understood to apply to those general classes of fruits which are grouped together in common usage

without regard to their exact botanical relationship; as, apple, cherry, grape, peach, plum, raspberry, etc.

B:—The paramount right of the originator, discoverer, or introducer of a new variety to name it, within the limitations of this code, is recognized and emphasized.

C:—Where a variety name through long usage has become thoroughly established in American pomological literature for two or more varieties, it should not be displaced nor radically modified for either sort, except in cases where a well known synonym can be advanced to the position of leading name. The several varieties bearing identical names should be distinguished by adding the name of the author who first described each sort, or by adding some other suitable distinguishing term that will insure their identity in catalogues or discussions.

D:—Existing American names of varieties which conflict with earlier published foreign names of

the same, or other varieties, but which have become thoroughly established through long usage shall not be displaced.

#### Form of Names.

**Rule 2.** The name of a variety of fruit shall consist of a single word, whenever possible, or compatible with the most efficient service to pomology. Under no circumstances shall more than two words be used. When the exigencies of a case make it appear expedient such words as early, late, white, red, and similar ones may be used as part of a name.

**A:**—No variety shall be named unless distinctly superior to existing varieties in some important characteristic nor until it has been determined to perpetuate it by bud propagation.

**B:**—In selecting names for varieties the following points should be emphasized: distinctiveness, simplicity, ease of pronunciation and spelling, indication of origin or parentage.

**C:**—The spelling and pronunciation of a varietal name derived from a personal or geographic name should be governed by the rules that control the spelling and pronunciation of the name from which it was derived.

**D:**—A variety imported from a foreign country should retain its foreign name subject only to such modification as is necessary to conform it to this code or to render it intelligible in English.

**E:**—The name of a person should not be applied to a variety during his life without his expressed consent. The name of a deceased horticulturist should not be so applied except through formal action by some competent horticultural body, preferably that with which he was most closely connected.

**F:**—The use of such general terms as seedling, hybrid, pippin, pearmain, buerre, rare-ripe, damson,

etc., is not admissible.

**G:**—The use of a possessive noun as a name is not admissible.

**H:**—The use of a number either singly or attached to a word should be considered only as a temporary expedient while the variety is undergoing preliminary test.

**I:**—In applying the various provisions of this rule to an existing varietal name that has through long usage become firmly imbedded in American pomological literature no change shall be made which will involve loss of identity.

**Rule 3.** In the full and formal citation of a variety name, the name of the author who first published it shall also be given.

#### PUBLICATION

**Rule 4.** Publication consists (1) in the distribution of a printed description of the variety named, giving the distinguishing characters of fruit, tree, etc., or (2) in the publication of a new name for a variety that is properly described elsewhere; such publication to be made in any book, bulletin, report, trade catalogue or periodical, providing the issue bears the date of its publication and is generally distributed among nurserymen, fruit growers, and horticulturists; or (3) in certain cases the general recognition of a name for a propagated variety in a community for a number of years shall constitute publication of that name.

**A:**—In determining the name of a variety to which two or more names have been given in the same publication, that which stands first shall have precedence.

#### REVISION

**Rule 5.** No properly published variety name shall be changed for any reason except conflict with this code, nor shall another variety be substituted for that originally described thereunder.

## WHY N. Y. STATE GOVERNMENT SELLS TREE SEEDLINGS

November 4, 1914.

Editor, "National Nurseryman,"  
Flourtown, Pa.

Dear Sir:—

In the National Nurseryman for November, 1914, which by the way is an unusually interesting issue, on page 406 you have an editorial entitled "New York State Government in Competition with Nurserymen." I feel that possibly you do not understand the history of the development of State Forest Nurseries in New York and their present relation to a state-wide plan for reforestation and to private nurserymen and firms of private landscape engineers or consulting foresters. It is farthest from the idea of the State Conservation Commission at Albany or of this College to compete in any way with the private nurserymen or the forester or landscape gardener in private practice. We have repeated this statement many times in our publications and in public lectures, and are trying to live up to it in every possible way because we believe with you that the State should not compete with private industry.

Some ten years ago when the Conservation Commis-

sion, which was then the State Forest, Fish and Game Commission, took up the question of the reforestation of State lands, it was not only impossible to secure stock for reforestation in any quantities, but the prices charged made it absolutely impossible to begin reforestation. Mr. C. R. Pettis, who is at present Superintendent of State Forests, and probably one of the best forest nurserymen in the United States, took hold of the matter and developed a couple of small State Nurseries. He carried on a great deal of experimental work and finally achieved results that were comparable with the best forest nurseries in Europe. A large proportion of the stock produced in these nurseries was put out on State land. This sort of work, as you will imagine, created a great deal of interest through the State and soon there were so many inquiries for stock and for information about it that the Conservation Commission decided to sell this stock at a figure a little above cost, not with the idea of competing with private nurseries, because there were a few private nurseries able to supply this stock, but with the idea of its being general educational work. That is, should a land owner purchase from one to ten thousand trees and

plant them, his action would be educational for the entire section in which the planting was done. The feeling was that the more general educational work of this kind started by the State the better it would be for private nurserymen and for firms of landscape gardeners, consulting foresters, etc. It was understood by all private nurserymen in the State at the time this work began that it was not only educational work but that it was work in which they could not compete and that there was practically no opposition to the development of this work by the Conservation Commission.

When the State College of Forestry was organized at Syracuse we began at once general educational work throughout the State of New York. The Charter of the College obligates it to do this work. Splendid work in agriculture has been carried on in the State of New York but it is now recognized generally that agriculture alone will not solve our land problems but that agriculture and forestry together will make it possible to utilize our land most effectively. The forester will be able to do for the lumberman and for the manufacturer of pulp and acid and other products of the forest, what the agriculturist is doing for the farmer, for the cheese factory and other manufacturers of products from the farm. As no systematic and State wide educational work was being done in the State of New York this College took hold of the matter of public lectures and demonstrations in high schools, granges, men's and women's clubs, etc. This sort of work has met with a very hearty reception, and last winter foresters from this College went into over 235 communities in the State talking to some 65,000 people.

While on this state-wide educational work so much interest has been taken in general reforestation of our idle lands and in the planting up of our streets and parks, that beginning this year, we have put a graduate landscape engineer into our forest extension work and he is drawing up planting plans for communities in different parts of the State. He is just now preparing such plans for New Rochelle and Newburg and recently carried on such work in Olean and Binghamton. We have told the Chambers of Commerce and other agencies with which we have been co-operating in this work in these communities that our purpose was to do a general educational work only; that we would make verbal or written suggestions and follow this up with illustrated lectures, but under no circumstances would we carry out the plans because we do not care to compete in any way with private industry. I am sure that you will agree with me that the more of such general educational work which we may do in this State the better it will be for every nurseryman and every private gardener and forester. That is, we are talking to the people and creating a demand for the kind of work that will mean the use of vast numbers of ornamental trees and shrubs and a vast amount of work for gardeners and foresters in the putting out of this stock.

Of course, there is a big question involved when one brings up the proposition of the State or Government becoming a producer. I am not at all sure but there may be cases where some of the States or the Government may go into the production of a certain product with good reason and great equity, especially when this product is produced in a way by private industry that makes it two or

three times as expensive to the consumer as it ought to be. Many of the Agricultural Experiment Stations in different parts of the country are selling their products. It is far from reason or conservation if the stations are to be prohibited from selling material that is produced as a result of experimental work. For instance, in the State Forest Experiment Station south of this city we are producing a million trees a year in our experiments with seeds, seedlings and transplants. Isn't it a reasonable question to ask whether we should destroy this stock or give it away when the citizens of the State are paying their taxes that we may maintain the experiment station in which the stock is produced? However, it is not our purpose to bring up this matter as an argument at all because we have taken a definite stand against the competition of this College with private industry. There has been some little opposition to the carrying on of this work by the Conservation Commission. Some of the chief opposition has come from commission firms who are handling stock as middlemen only and are not producing in this country. Some of these firms seek large orders of stock for reforestation and before the war placed these orders in Germany and France. It would seem that in a sense this is as unfair competition with legitimate nursery firms who are trying to produce nursery stock in this country as competition coming from agencies working in different states for the development of forestry and the general education of people along forestry lines.

Very truly yours,  
HUGH P. BAKER, *Dean.*

#### AMERICAN ASSOCIATION OF NURSERYMEN

We are now able to report that the Hotel Cadillac, Detroit, Mich., has been chosen by the committee on arrangements, Mr. Thomas I. Ilgenfritz and Secretary Hall, as convention headquarters for the fortieth anniversary of this association. The accommodations for meetings, exhibits, committees, and for social purposes are unexcelled, and have been generously placed at our command by the management.

It will be our aim from time to time to keep members posted regarding progress made in the development of all efforts to have the program, general arrangements and entertainment of the very highest quality. What we now ask of members is that they shall become so enthused that they will importune nurserymen who are at present in the cold to become members before the cold storage doors shut them up beyond the possibility of thawing. The convention of June 23-25, 1915, will go down in American history as a phenomenal event.

Very truly yours,  
JOHN HALL, *Secretary.*  
204 Chamber of Commerce Building, Rochester, N. Y.

#### BOOK REVIEW

"The Three Sisters"—By May Sinclair, author of "The Divine Fire"—Price \$1.35 net. Publishers, The MacMillan Co., 5th avenue, N. Y. This novel is the best work of Miss Sinclair and holds one's interest in more ways than one.

## WHAT A NURSERYMAN SEES IN HIS TRAVELS

The visitor to Washington, D. C., cannot help but be impressed by the good judgment which has been shown in the selection of trees used in planting the streets and avenues of the National Capitol.

They form an object lesson to nurserymen and those interested. Of course there are streets where trees are no better than the average seen in other cities, but those in the newer sections, (mainly the suburbs) are well spaced, have been properly planted and cared for and are now beginning to show the value of proper selection, management and control.

The Pin Oak, *Quercus palustris*, especially shows up well. There is something about this tree as seen on the avenues and streets in Washington, that is exquisitely beautiful. May be it is the combination of qualities. The shapely pyramidal form blends with the lines of architecture of the buildings. The branching habit and foliage give plenty of shade, yet allow free circulation of light and air. The color is good, especially during the fall when the autumn tints make the country side so beautiful.

In some sections the American Linden, *Tilia Americana*, has been used. What a contrast with the Pin Oak! when the writer saw them in early October. Their leaves were falling fast, a dull dirty brown, making everything look forlorn and untidy, while the Pin Oaks were just at their prime. It would have been interesting to have seen the Crimean Linden, *Tilia dasystila*, under the same conditions. Undoubtedly it would have made a better showing. Or even the European Linden, *Tilia Europea*.

Another tree that stood out showing exceptional excellency is the Ginkgo, *Salisburia adiantifolia*. These have been planted very freely and in time will be a feature which will add a distinctiveness to Washington. The type seems to be generally pyramidal rather than spreading. The rich, olive green of this tree is much emphasized when all others are taking on their fall colors, as it does not turn yellow until very late and then sheds its leaves all at once.

The Elms of different speeies did not look particularly attractive, like the Lindens they were shedding their leaves of an unattractive brown color.

Sugar and Norway Maples looked well but one sees so many it is only a very fine row that will attract the eye and even then they are not quite in the same class as a good avenue of Searlet Oaks, *Quercus coccinea*, or Red Oak, *Quercus rubra*.

After all in planting trees it is often a question of time and money.

Silver Maple, Norway Maple, American Elm, American Linden, Carolina Poplar, are grown quicker and cheaper than Searlet, Pin and Red Oaks, Sugar Maples, Ginkgos, but unquestionably the latter are worth waiting for and going to a little more trouble and expense to get them established.

It is true that every eity is not the seat of the national Government, nor laid out with so much consideration for the beautiful, but we can all do our best, and in the long run it will make quite a difference if the nurseryman

will grow and push the sale of the high quality tree adapted to his particular neighborhood.

Great expectations are not always realized and nurserymen, who form ideas of what they expect to see in Washington in the way of horticultural ornamentation at the Botanic Gardens and around the capitol buildings, are sure to be disappointed.

Here is to be seen the best the nation produces in architectural art and builders skill, and the evident lavish expenditure of money worthy of the capitol of a great nation.

We can all take our hats off to the man or men who laid out the city with its wide avenues, parks and magnificent proportions, but what a sense of disappointment to the true plantsman to find so little inspiration at the home of our Department of Agriculture.

Instead he sees a display of ignorance or at least amateurish effort which is so far behind the arts, that it is supposed to supplement, that he feels ashamed.

Undoubtedly there are efficient men in the Department of Agriculture but the man in power with a vision is absent, or at least has not made his imprint on the grounds. The man with power and a vision, and the wherewithal to carry it out is needed.

If the first is available surely the second should be. Buildings costing millions in settings of the crudest workmanship. Not that the landscape design is not worthy. Of that there are better judges than I, but the furnishings of the landscape designs are not a credit to headquarters of our profession.

Trees that are cripples without a future, shrubs butchered beyond recovery to their characteristic habit, evergreens showing indifference to their requirements and all surrounded by the most lavish expenditure in the way of improvements. Surely we should expect more from the division of our government that is teaching the nation.

Perhaps the old saying of the cobbler and his children applies or may be the implication that theoretical men are not practical.

---

Springfield, N. J., November 23, 1914.

Editor "National Nurseryman":—

In reply to the article "Our Plain Duty," of the November issue would like to say that we heartily endorse the sentiments expressed in it. In our business we have continued our annual improvements; hired our usual fall labor force; and made our regular fall purchases. In addition to this our planting list is nearly half as large again as last year.

We anticipate good business for spring, and trust we shall not be disappointed. The number of small orders this fall has been less than previous years, but we have had a number of "Big Ones," that have taken care of this deficiency. Wishing all a good spring business and a happy New Year we remain,

Yours truly,

F. & F. NURSERIES,  
Per Wm. Flemer, Jr.

# The National Nurseryman

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Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered in the Post Office at Rochester, N. Y., as second-class matter.

Rochester, N. Y. November, 1914.

## THE CLOSE OF THE SEASON

It is possible for a man to be prosperous and wealthy and yet withal so selfish that his life is not a success. Real prosperity is largely an attitude of the mind.

We feel very poor when we compare ourselves with others of great wealth and very prosperous when we compare with less fortunate brethren.

However poor the past season has been the average nurseryman cannot help but feel grateful that conditions in the United States are infinitely better than in other parts of the world.

Inventory values are not always convertible into cash, at the same time they are very real and it pays every man or business to figure up how he stands at the end of the season. It may be that owing to drought, money stringency, disturbances caused by the war, cash on hand does not figure up as we expected, but it is largely our own fault if we have not gained in experience that will profit in the future. If we have not struck a higher plane of doing business, thought out and applied labor saving systems and appliances, gained knowledge that will enable us to grow better stock, and what is most important, more fully realized that when he has grown the stock his work is only half completed, that he must create a demand for it.

This is the day of co-operative effort in developing markets and it is up to everyone to do his share.

If these items are on the credit side of the balance sheet, the past year has hardly been a failure.

## THE WAR

No one can be indifferent to the horrible war of our generation. It is part of us, it is only by accident of birth or emigration that we are not in it. We can excuse the German, English, French, Russian or other horticultural papers for being partisan, it would not be human nature to be

otherwise, but we can strive to be truly neutral in spite of our sympathies. We can view the calamity with a better perspective and realize that perhaps after all no individual or even single country is to blame, but rather that it is the birth pains of a new era in which the science of horticulture will reach perfection.

It seems almost beyond the grasp of reason that the good things must be acquired by such sacrifice, yet science, history, and our daily experience prove that it is so and our duty, who by good fortune are not the victims, is to ameliorate the suffering, and bear as much as possible our own share of the burden demanded of the whole human race.

## IMPORTS AND THE WAR

November 24, 1914.

Editor "National Nurseryman":—

As far as commerce between the nursery firms of America and Holland and France is concerned, the European war is almost over. Practically all shipments of plants from Belgium have now arrived via Rotterdam, and shipments from Holland and England are now arriving in large volume. Some early shipments of Camellias and Manetti are also on their way across from France.

During the past two months we have received shipments from Belgium, Holland, England, France, Madagascar, Germany, Australia and Japan and there is now practically no doubt that all shipments will arrive in reasonable time from Germany, France and all other points.

Freight rates show a general increase over last season, English shipments about 50 per cent., French shipments about 30 per cent., while Holland rates are almost normal. War risk insurance adds from 1 per cent to 3 per cent. according to where shipment comes from and the prevailing risks.

Prices on French fruit and ornamental stocks remain stationary, but prices on Holland stock has been reduced enough to cover the increased expense of importation.

It was to be expected that the total importations would show a falling off this season, but courage and confidence is gradually increasing and if orders and inquiries continue to come in as at present, there will be only a slight reduction in imports over those of normal seasons.

Yours truly,

MCHUTCHISON & Co.

## THE 1915 CONVENTION

The fortieth annual convention of the American Association of Nurserymen will be held at Detroit, Michigan, June 23rd, 24th and 25th, 1915. The last convention, which was held at Cleveland, O., was the largest and best for some years; the Detroit gathering, which will mark the fortieth anniversary of the Association is expected to eclipse any meeting in the history of the organization. The committees on arrangements, program and entertainment have already commenced their work. Nurserymen who are not on the membership roll of this Association do themselves and this valuable trade organization a great injustice in exhibiting such a lack of interest, and we would suggest that such place themselves in communication immediately with Secretary John Hall, 204 Granite Building, Rochester, N. Y. Very truly,

JOHN HALL, Secretary.

## SEEKING LARGEST TREES

Foresters of the United States are interested in the announcement recently made by the American Genetic Association that two prizes of \$100 in each have been offered for two photographs—one of the largest tree of a nut-bearing variety in the United States, and one of the largest broad-leaf tree which does not bear edible seeds. In the first class, for example, are included trees such as chestnut, oak, walnut, butternut, and pecan; and in the second, trees such as elm, birch, maple, cottonwood, and tulip poplar. No photographs of cone-bearing trees are wanted, since it is definitely known that the California big trees have no rivals among conifers. At a later time the association may take up the same question as between the various kinds of conifers,—as pines, spruces, firs, cedars, and cypresses.

The purpose of the competition, as stated by the association, is to find out in what regions the native trees attain their largest growth, and under what conditions they thrive best. When these large trees are located and the measurements authenticated, the association hopes that it may be possible to secure seeds, cuttings, or grafting wood from thrifty trees in the region where they grow, to see whether finer specimens may be propagated in other parts of the country. It is hoped in this manner to get some particularly choice strains of native trees established in regions where good specimens are not now found.

### THE INFLUENCE OF HEREDITY

It is assumed by the association that seed from the region where the largest trees grow ought to produce larger and stronger trees than from regions where only small trees are found. By finding out where the large trees are and then planting seeds from them in other locations, the association hopes to demonstrate the practical value to horticulture and forestry of the laws of heredity. Now that reforestation is becoming a pressing problem, the question of seed trees which will produce particularly good offspring is naturally coming to the fore.

Other influences, of course, will have a bearing on the subject, and the results of the investigation may help to settle the question as to whether trees can be acclimatized. Even if they can not be, there may be cases where trees in a new environment may make better growth than the best in their native range. This is said to be true of certain of the Australian eucalypts, and of the Monterey pine which does not amount to much in its native location in California but has proved of great value in New Zealand.

The federal forest service has conducted some studies along this line and has discovered, for example, that the Douglas fir of the Rocky Mountains and the Douglas fir of the Pacific Coast, while the same species, have different characteristics and will produce trees like the parent stock, modified somewhat, however, by environment. For example, if the two forms are planted together, during the earlier period of its life at least the Pacific Coast form will make a larger and stronger growth than the Rocky Mountain tree, provided it is not affected by adverse local conditions.

Several other questions, such as the climatic require-

ments of trees grown in different localities, will, of course, enter into the final solution of the problem. It has been found in Germany, for example, that the Pacific Coast form of Douglas fir is not as hardy as the Rocky Mountain form, which has to endure in its native habitat severe extremes of temperature, and German foresters have been working to discover a strain of Douglas fir which will combine, as far as possible, the hardiness of the Rocky Mountain form and the large size of the Pacific Coast form.

### TREES ARE FASTIDIOUS

Some authorities go so far as to say that even the ingenuity and perseverance of man are unable to induce trees to change their habits far enough to adopt a country not closely like their native habitat.

This fastidiousness in the habits of trees has its good and its bad sides, they say. It absolutely limits the forester's choice of trees to grow in a given region. But, on the other hand, there is practical certainty of results. If beech or spruce thrives where the average warmth and moisture of the growing season from year to year ranges between certain degrees, then wherever else the same average is found, in the northern hemisphere at least, the forester may plant beech or spruce, whether or not they are already there, with confidence that they will flourish.

The announced purpose of the Genetic Association is to bring about the dissemination of seed or stock of the best specimens, when found, to demonstrate, if possible, the value of heredity in tree growing. The contest for the \$100 photographs is announced to end on July 1, 1945, on which date, says the secretary of the Genetic Association in Washington, the offer will terminate.

### WHY NOT IN THE UNITED STATES?

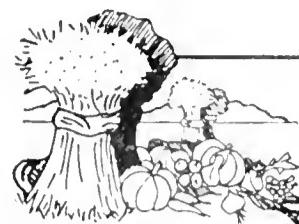
According to "Daily Consular & Trade Reports" the free distribution of seeds and plants in the Philippines is to be discontinued as soon as the present stock runs out.

Seed testing by the bureau has passed the experimental stage, and it is now known that a large variety of vegetables and garden plants will thrive in different parts of the islands; in fact, the number is greater than was at first believed. The practice of distributing seeds free grew up in the early life of the bureau, when it was necessary to ascertain just what varieties of vegetables or flowers would flourish in the islands.

The Government has also arranged to discontinue the ornamental plant business, as soon as practicable, and leave the field to private firms. The city of Manila at present maintains gardens from which ornamental shrubs, plants, and trees are sold. This enterprise was begun by the city before there were private producers, but private growers have established gardens and are now prepared to supply the island demand for such products. The Government will confine itself to the importation and testing of new species and varieties which, when proved satisfactory, will be offered for sale.

Members of Congress in the United States will send this year 75,000,000 packages to their constituents at a cost of something like \$260,000.

It hardly seems possible that the Government of the Philippines has any connection with that of the United States. Which is the most progressive?



## From the U.S.D.A.

### PINES ATTACKED BY NEW DANGEROUS EUROPEAN INSECT

*Trees in Eastern States Injured and Department Recommends Immediate Treatment for Control.*

The U. S. Department of Agriculture is calling attention to the introduction and establishment in America of the European pine shoot moth, which threatens to cause serious loss. This insect is a small orange-red moth, the larva of which hollows out new buds and kills or injures the ends of twigs of pine trees. This injury causes a deformity which is serious in ornamental trees, and in trees grown for lumber makes a crooked growth and a consequent waste when the tree is cut.

In Europe the insect not only attacks all native pines but is equally injurious to American species cultivated there. The Department states that the young larvae came into this country within the buds on imported pine seedlings which have come from France, England, Holland, Belgium, or Germany. The department's investigators have discovered it in only ten localities, in six states from Massachusetts to Pennsylvania, but it is likely that it may be found in other localities. It has not been found in any native trees in the forest, and with only one exception has always been on European pines in nurseries and private parks. There is no evidence to indicate that it has been in this country more than a year except on Long Island, where it has existed for more than two years.

There are several native pine shoot moths, but none of them inflict the serious injury of the European species.

The Department hopes that the new pest may be stamped out before it becomes too widespread to be controlled. At present the problem of its elimination is confined mainly to nurseries, but if it once gets into the native pine forests the experts think that it would be beyond control. In its larval stage the moth is so effectively protected in the buds and shoots that it can not be reached by any insecticide, and the only method of getting rid of it is to prune out and destroy the shoots which contain the insect. This should preferably be done during the fall and winter. Though it is easier to locate the injured tips and shoots after growth has started in the spring, it is safer and better for the tree to have it done in the fall. Measures for control, to be effective, can not be accomplished without the co-operative action of all who grow or plant European pines or deal in them.

Further information in regard to the insect may be obtained by application to the bureau of entomology, Washington, D. C.

### NOTICE OF PUBLIC HEARING

The Department of Agriculture has information that a dangerous disease of citrus plants known as the Citrus Canker may be introduced at any time into the United States with citrus nursery stock, buds, scions or seeds.

This disease has already been brought to this country,

apparently on Japanese nursery stock, and is becoming established in the Gulf citrus region of the United States, including Florida. In the latter State most strenuous efforts, at great cost, which probably will be successful, are being made to stamp it out.

In view of the tremendous value of the citrus development in the United States, and the very serious possibilities of this and other citrus diseases, it becomes the duty of the Secretary of Agriculture to consider the advisability of restricting or prohibiting the importation of citrus nursery stock, buds, scions or seeds, from all foreign countries.

Under Section 7 of the Plant Quarantine Act of August 20, 1912, a public hearing will be held at the Department of Agriculture, Washington, D. C., at 10 o'clock on December 8, 1914, in order that all persons interested may have an opportunity to appear and be heard concerning the establishment of a quarantine on all citrus nursery stock, buds, scions, or seeds, coming to the United States.

### "National Nurseryman"

Gentlemen:—

Under separate cover we are sending you sprays and leaves of *Viburnum nudum* picked to-day, latitude 44. This *Viburnum* is one of the most handsome and decorative shrubs in our nursery. Note the varied shapes, sizes and colorings of the leaves and the beautiful autumn tints. This *Viburnum* is also called the Large Wythe Rod and is closely related to *V. cassinoides* which it excels for beauty in this latitude in foliage, bloom and fruit.

The *Viburnums* are the greatest family of shrubs for decorative purposes, for planting in the north, for foliage, bloom and berried effects. About 20 species are hardy north and but few are in general cultivation. *V. opulus*, *V. Americanum (oxyccocus)* and *V. opulus sterilis* are about all the *Viburnums* generally offered by nurserymen. A few nurserymen are offering *V. cassinoides*, *V. dentatum*, *V. tantana* and *V. lentago*. *Viburnum venosum* is probably what is being offered by some nurserymen as *V. molle*. A letter recently received by us from Prof. G. S. Sargent, states that *V. molle* is rare and not in cultivation. Yours truly,

A. H. LAKE. HENRY LAKE SONS CO.

### VIBURNUM NUDUM

A. H. Lake, Black River Falls, Wis., sent foliage of *Viburnum nudum* to the editorial office calling attention to this splendid shrub. The *Viburnums* are perhaps the choicest group of our ornamental shrubs.

The common Snowball *V. opulus sterilis* is well known to everyone. The Japanese Snowball *V. plicatum* also is extremely popular. The flowers no doubt being largely responsible, but as Mr. Lake says there are others equally deserving of attention and none more so that the subject of this article.

When a plant has merit there is usually some reason why it does not find its way into general use, often it is because it will not adapt itself to varying conditions of soil and climate, or perhaps it is difficult of propagation and stock is not available for the planter.

Bailey's Cyclopedias gives the habitat of *V. nudum*

Long Island to Florida west to Kentucky and Louisiana, and describes it as not being quite hardy north, perhaps this is the reason it is not more frequently seen in the north. It is certainly scarce and rarely listed in nurserymen's catalogues.

If Mr. Lake is successful in growing it at Black River Falls, Wis., it certainly indicates that it is much more hardy than generally supposed.

#### FIRE AT THE OFFICES OF THE "NATIONAL NURSERYMAN"

The publishing offices of the "National Nurseryman," 218 Livingston Bldg., Rochester, N. Y., had a narrow escape from fire on Saturday morning, November 14th. The damage to the other offices in the building amounted to \$4000.00.

#### LITIGATION BETWEEN W. P. STARK AND STARK BROS. NURSERY AND ORCHARDS CO. IS SETTLED

At a meeting held at the office of Judge Elijah Robinson in Kansas City last Friday the various suits and business differences existing between W. P. Stark and the Stark Bros. Nurseries and Orchards Co. was settled.

According to the terms of the agreement W. P. Stark agrees to dismiss the receivership suit now pending and pay all court costs; also to repurchase the Rolla orchard, paying \$10,000 in cash and other considerations as per original agreement.

He also agrees to pay a \$9,000 note on which the company had brought suit at Neosho, together with costs and to settle open accounts as per books of the company.

Stark Bros. Nurseries and Orchards Co. agreed to purchase from W. P. Stark his one third interest in the 80 acres of land near this city in which partition suits are pending, for \$3,100 and to pay the costs of the suits and to declare accrued dividends to the stockholders, the dividends having been withheld the past two years; also to declare the regular dividend in December.

There was also a controversy in regard to the exclusive rights in the Stark Delicious apple tree and W. P. Stark agreed to discontinue advertising the exclusive rights.

The settlement in no wise affects W. P. Stark's stock in the Stark Bros. Nurseries & Orchards corporation.

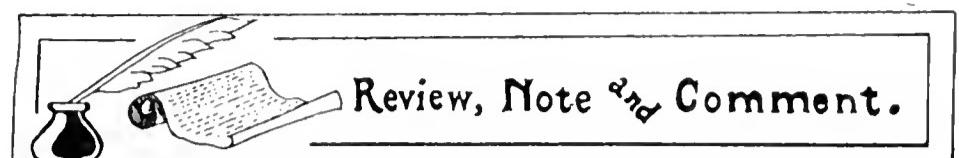
A meeting of the stockholders was held at the office of the company west of the city Tuesday afternoon for the purpose of declaring the dividends referred to above, which amounted to \$75,000.00.

#### PHOENIX NURSERY CO.

John Chisholm, who was appointed receiver for the Phoenix Nursery Co., Bloomington, Ill., is offering the nursery for sale at auction on Saturday, January 16th, 1915, as per advertisement in this month's issue.

Rochester, N. Y., October 22, 1914.

"Forest Phifer, formerly foreman of the Forest Nur. & Seed Co., McMinnville, Tenn., has gone into business for himself under the firm name of Riverview Nur. & Seed Co., McMinnville, Tenn.



#### Review, Note & Comment.

The past summer has been very favorable to tree growth and many of the forest species of New York State have produced a heavy crop of tree seed. The State College of Forestry at Syracuse is collecting a large quantity of seed of various evergreens and hardwoods. Among the evergreens the hemlock and balsam fir have seeded especially profusely. Effort is being made to get large quantities of the seed of white ash, basswood, tulip or white wood and other hardwood trees of value. The students are collecting a considerable quantity of seed in the vicinity of Syracuse as a part of their laboratory work. They are taught the best methods of collecting, estimating the amount of seed to the pound and stratifying for the winter.

Walter Charles Slocock, Woking, Surrey, England, writes:—"There is no scarcity of labor here, business is fairly brisk, not quite so much doing perhaps in ornamental stock, but in fruit and forest trees it is quite as good as usual.

With regard to the sailings to America—these are going very regular now (October 31st) once or twice a week from London and Liverpool."

J. H. H. Boyd has resigned as president of the Riverview Nursery and Seed Co., McMinnville, Tenn., and expects to spend a good part of his time in the mountains collecting *Kalmia*, *Rhododendron*, *Hemlock*, etc.

A. L. Miller, Nurseryman and florist, of Brooklyn, N. Y., has discontinued his florist business at Brooklyn but the nursery business and all other matters will be taken care of at his nursery office at Jamaica, N. Y.

#### OREGON STATE HORTICULTURAL SOCIETY

The 29th annual meeting will be held at Medford, Oregon, December 2, 3, 4, 1914. A very interesting program has been arranged.

The firm of F. W. Watson & Co., of Topeka, Kansas, report an unusual fine fall for the taking up of their Apple and Pear seedlings. They grew this summer 455 acres of apple seedlings and 47 acres of pear seedlings.

The Massachusetts Forestry Association has issued a bulletin warning against "Tree Repair Fakers," which also gives some very practical hints how to avoid becoming victims of these gentry.

Louisiana has designated November 19th as Orange Day.

The North-Eastern Forestry Company, Cheshire, Conn., lost their packing shed in a fire on October 29th.

Trade is good with us, especially on pear, cherry plum and privets.

MARBLE CITY NUR. CO.  
Knoxville, Tenn.

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"THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR SEPT. 1914, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	SEPTEMBER—				NINE MONTHS ENDING SEPTEMBER—					
	1913		1914		1912		1913		1914	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>Plants, trees, shrubs and vines :</b>										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage										
.....M....dut...	102,474	898,719	113,479	993,265	244,004	1,237,043	163,107	1,423,380	179,101	1,573,153
All other.....{ free....	5	1,151			12,895		13,957			12,028
All other.....{ dut....	86,064	38,786			783,907		884,522			862,809
Total.....	984,788	1,033,202			2,033,845		2,321,859			2,447,990

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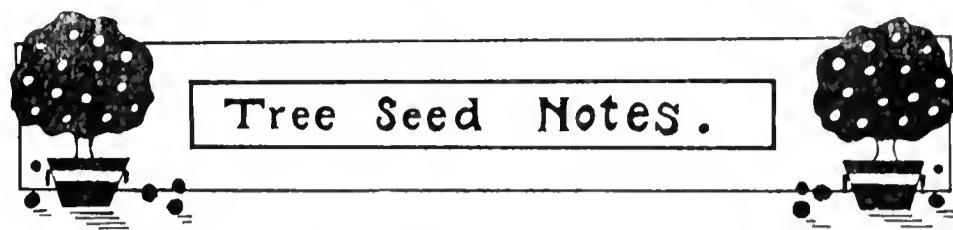
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### Tree Seed Notes.

By Arthur A. Powell

During the past summer season most crops have suffered more or less from the drouth, and the seed of trees and shrubs are no exception as many of them did not mature. Japanese barberry is only about half a crop and nurserymen should not fail to pick their own if there is any in the neighborhood. Reports of acorns are good both as regards quantity and quality also hickories.

Some conifer seeds are being received but reports are not any too favorable. Collectors report a fine crop of *Abies balsamea* and *Pinus strobus* with quality good. Reports from the west give a good crop of *Pinus Banksiana*. There was always a big demand for this pine from Europe, but presume the war will affect the demand to some extent. The crop of *Pinus resinosa* is short and hard to get.

Southern collectors report good crops of *Loblolly* and Yellow pine in excellent quality.

Douglas Spruce seed crop is reported very nearly a failure in the west, only small quantities being obtainable and *Abies nobilis* worse still.

Reports from the Rocky Mountain region are a little more favorable, they are not all in yet.

Owing to the war the supply of French crab and French pear is uncertain I have kept after the foreign houses for the latest reports on the prospects of shipping. The crops are good, it will be largely a question of labor to clean and ship. They seem confident they will be able to fill all orders, but I would feel a little easier if I could see the B. L. showing shipment.

The falling off of orders for tree and shrub seeds from European nurserymen is very noticeable and it looks as if American collectors were going to have considerable surplus left on their hands.

This indicates there will be a shortage of seedlings in the next few years and the fore sighted nurserymen will sow all he can and so be prepared for the shortage.

The propellers of aeroplanes such as are used in the present European war may be made of selected ash, which is both strong and light and will not split under vibration or shock, or of built-up layers of spruce with mahogany centers. The framework of the machines, too, is generally made of wood, spruce being much used on account of its straight grain and freedom from hidden defects.

It is said that the German invaders of Belgium, whatever else they may have destroyed, have been careful not to injure park trees. The cavalrymen, so a report goes, are forbidden to tie their horses to trees for fear that the animals will gnaw the bark. Germany was the first nation to apply forestry on a large scale, some of the crown forests having been under scientific management for over a hundred years.

Bismarck, N. Dakota, November 7, 1914.

Editor, "National Nurseryman,"

Dear Sir:—

I notice in your last issue a protest against the New York State government going into the nursery business in competition with those who are nurserymen for a livelihood, and are obliged to pay taxes to assist in destroying their own business.

Here in North Dakota we are up against tougher propositions as the State School of Forestry gives away their immense products and the U. S. Government has established The Great Plains Station and offer free to all comers enough stock to plant one-half acre of land. It begins to look as if the nurserymen and seedsmen would be driven out of business and be compelled to assist in the operation by the taxes they have to pay.

If the State and National Government furnish seeds and nursery stock free, why not furnish every thing free to everybody

Yours truly,

OSCAR H. WILL.

November 17th, 1914.

The National Nurseryman,  
Rochester, N. Y.

Gentlemen:—

In reply to your card of the 16th, we don't wish to continue our ad. at present as the stock advertised is all sold out.

Yours respectfully,

F. W. BROW NURSERY CO., INC.

C. G. Ferguson, representing E. S. Welch, of Shenandoah, Iowa, was called home from Rochester, N. Y., on account of sickness in his family.

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### STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurserymen's Association**—President, T. E. Burroughs, Deep River, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Rose-acres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New England Nurserymen's Association**—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaup, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President J. Vallance, Oakland, Cal.; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.

**Pennsylvania Nurserymen's Association**—President, Wilmer W. Hoopes, West Chester, Pa. Sec., Henry T. Moon, Morrisville, Pa.

**Southern Nurserymen's Association**—President, J. R. Mayhew, Waxahachie, Texas; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, August 26 and 27th at Signal Mountain Inn, Chattanooga, Tenn.

**Tennessee Nurserymen's Association**—President, Chas. Pennington, Rutherford, Tenn. Secretary, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.

**Western Association of Nurserymen**—President, W. S. Griesa, Lawrence, Kansas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December. Next meeting December 9 and 10th, 1914, at Kansas City, Mo.

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### Note These Features

Heavy, crucible steel blade with cut edges milled, not rolled. Blade reversible.

Seasoned oak beams, reinforced by heavy, bolted steel brace.

Uprights of 3-inch steel compressed and enlarged at bend, giving additional strength.

Special brace from beam to blade makes digger run straight and easy.

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Forest, Ornamental and Shade Trees Shrubs, Seeds, Etc.  
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Md.

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Thanking you for all past patronage, which has been greatly appreciated, and hoping to be favored with same in the future, I remain, Respectfully yours, A. L. MILLER

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Apple, 1 yr. Buds Asparagus, 1 and 2 yr.

California Privet, 1 and 2 yr. Carolina Poplars, 8 to 16 ft.

Can supply the above in car lots or less, also Downing, G. B. Ruby and Miller Red Raspb., Catalpa Spec. Seedlings, Barberry Thunbergii, Magnolias, Hydrangeas, P. G. Japan Maple, Red Leaf Spireas and Deutzias in asst. Evergreens, N. Maple, Etc.

Please submit list of wants for prices.

We offer N. C. Natural Peach Seeds, Crop 1914.

## WE OFFER

Grape Vines, Currants and Gooseberries

in all varieties and grades

— also —

Grape and Currant Cuttings and Light Grade of Vines for Lining Out in Nursery Rows

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We are pleased to offer the following in carload lots or less

CHERRY—Two year, leading sour varieties.

CHERRY—One year, sweets and sours.

STANDARD PEAR—Two year, one of the best blocks we have grown strong on Bartlett.

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APPLE—Two year grafts and one year buds.

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General line of other stock in smaller quantities.

Call and inspect our stock en route to or from the Convention.

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For Nurserymen and Florists are Exceeded by None

Plain, Painted, Wired with Tinned or Copper Wire and PRINTED IN ANY MANNER that may be called for

Prices as low as First-Class Work and Unequalled Promptness in Delivery will justify.

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DERRY, NEW HAMPSHIRE

P. O. Address, Derry Village

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Nurserymen

Fredonia, N. Y.

Growers of

### Grape Vines, Gooseberries and Currants

One and two years old. Graded up to the highest standard. Our stock never looked better. Write us for catalog. Send us your list of wants. Our prices are right, our stock A No. 1.

We are long on Gooseberries, 1 and 2 year; Niagara, 1 year; Worden, 1 year; Mo. Ely, 1 year; Fay Currants, 1 and 2 year. Write for special prices.

We have a splendid stock of

## Grape Vines

and other small fruit plants for the Nursery trade, graded up to the highest standard and sure to please you.

Give us a trial order, send in your list now for quotations

## WILLET & WHEELOCK

North Collins, N. Y.

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A Full Half Million Plants for the Coming Autumn and Next Spring's Shipment

*The Grades I Have to Offer are:*

ONE YEAR, 12 TO 18 INCHES  
ONE YEAR, 1½ TO 2 FEET  
TWO YEARS, 1½ TO 2 FEET  
TWO YEARS, 2 TO 3 FEET

TWO YEARS, 3 TO 4 FEET  
TWO YEARS, 4 TO 5 FEET  
THREE YEARS, 3 TO 4 FEET  
THREE YEARS, 4 TO 5 FEET

All are well branched, bright and clean. The two and three year grades have been cut back one or more times. Very attractive prices—especially in car lots. Correspondence Solicited.

J. T. LOVETT,

Monmouth Nursery,

LITTLE SILVER, N. J.

I have a surplus of the following stocks, which I can offer in first quality and best grading at moderate prices:

#### APPLES AND PEARS

branched and straight roots

ROSA MANNETTI, MAHALEB  
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MYROBOLAN PLUMS

Ask at once the quotations for December or January shipment.

P. E. VAN DER LAAN Veendam, Holland.  
Telegrams: Nurseries

## Genuine North Carolina NATURAL PEACH PITS

It will pay you to buy your seed now for next season. There was a good crop this year, and two good crops never come together. Prices will be much higher next season. We can supply you with 1914 pits, write us for prices and samples. . .

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Specialties

Fruit Tree Stocks as: Apple. Angers Quinee. Mazzard Cherry. Mahaleb Myrobolana. Pears. manetti. Multiflora roses in great quantities.

Forest Tree Seedlings and transplanted Evergreens. Ornamental Shrubs, Roses in rich collections.

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We are now ready to quote lowest prices on  
**FRUIT, SHADE AND ORNAMENTAL  
TREES, SHRUBS, EVERGREENS,  
VINES and HERBACEOUS  
PLANTS**

FOREST TREE SEEDLINGS we only have in limited supply this season, and would advise placing your orders early.

TREE SEEDS we can supply in limited quantities. Send list of your requirements for lowest prices. Trade

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Sparta, Ky.

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JUST THE THING FOR STAKING PLANTS AND  
SMALL TREES

Per Bundle

6 feet (1000 to bundle) .....	\$ 6.00
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16 feet (100 to bundle) .....	7.00

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Offer to the Trade

APPLE, Peach, Pear, Plum and Cherry Trees,  
**APPLE SEEDLINGS**, Apple Scions, Forest  
Seedlings,

ASH, BOX ELDER, ELM, SOFT MAPLE, MULBERRY  
and HONEY LOCUST

Large Stock of Shade Trees

Any Style of **APPLE GRAFTS** Made to Order

Write for Prices



(Photo taken September 4th, 1914)

## TWO YEAR OLD DELICIOUS APPLE

Grown by L. R. TAYLOR & SONS, TOPEKA, KANSAS

The above photo will give an idea of the growth of our two-year-old Apple—other varieties just as good or better than the picture. We have a good assortment and are prepared to make prices that will get your order. We also have a fine lot of ONE and TWO YEAR CHERRY, KEIFFER PEAR, PEACH TREES, FRUIT TREE and FOREST TREE SEEDLINGS. Let us make you prices.

TOPEKA

L. R. TAYLOR & SONS,

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Hustling young man who has some experience as foreman in growing mostly fruit stock. Competent to take charge of a small nursery. Good opportunity for the right man. Address stating age, experience and salary expected, to Foreman, Box N., National Nurseryman.

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Here is an unusual opportunity to acquire a complete, up-to-date Nursery with modern equipment in thriving city of the Northwest. Business well established. Good terms. Will take part-payment in stock. Best reasons for selling. A snap if taken at once.

K., care of National Nurseryman.

**WANTED**—Position by a young man, experienced in nursery office work. Have had exceptional success in developing mail order business. Competent to start or take charge of catalog business in all its details. Good correspondent and a practical nurseryman, familiar with the wholesale trade. Can give best references.

Address: Nurseryman, care of National Nurseryman Pub. Co. Rochester N. Y.

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Roses New and Roses Old  
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**EVERGREEN**  
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Choice stock for lining out and commercial  
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Palms and General Decorative Plants, INSPECT  
Conifers, Shade and Ornamental Trees INVITED

ASK FOR WHOLESALE CATALOGUE

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Headquarters for  
**Small Fruit Plants**



Strawberries  
Raspberries  
Blackberries  
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1200 Acres "At it 25 Years"

Currants      Rhubarb  
Gooseberries      Asparagus  
Grape Vines      Horseradish  
Privet      Hardwood Cuttings

100,000 transplanted Raspberry, Blackberry and Dewberry plants  
for retail trade. See wholesale list before placing your order.

**W. N. SCARFF**

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**HEADQUARTERS**  
....FOR....  
**Oregon Champion Gooseberry**  
and Perfection Currant  
Attractive prices made now for Advance Orders  
—also—  
A very complete line of general Nursery Stock, including a  
choice assortment of one year Budded, and two year Apple  
and Pear.  
Correspondence solicited.

**Portland Wholesale Nursery Co.**  
301-302 Stock Exchange Bldg.,      Portland, Oregon

**WICK HATHAWAY**  
Dept. 3.      Madison, Ohio.

Offers the trade

Eldorado, Blowers, Merceru and other Blackberry and Dewberry R. S. Plants, St. Regis, Herbert, Eaton Perfection, London Miller, Marlboro and Cuthbert (Reds). Golden Queen (Yellow). Raspberry—also have acreage of each—in Royal Purple, Shaffer's Colossal, Haymaker and Columbian (Purple). Cumberland, Gregg and other Black Cap for Tip. plants. Also about 30,000 transplants in variety. Strawberry Plants in leading variety. Write your wants and



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## The Commercial Nursery Co.

WINCHESTER, - - - - - TENN.

We offer Peach Trees, Apple and Plum Trees, good assortment. Send us your want list and let us quote you prices on what you need. We can ship by the Car Load. Leading varieties of Pecans grown at our Florida Branch. . . . .

## FRUIT TREES

### ROSES

### MANETTI STOCKS

in heavy quantities

Please write direct as we have no agents.

*Catalogue free on application*

### S. SPOONER & SONS,

The Nurseries, -  
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## Northern Grown

We Grow a General Assortment of Trees, Shrubs, etc. as Roses and Herbaceous Perennials, Etc.

Prices Reasonable. W.L.

**The Bay State Nurseries,**

When writing to Advertisers please mention

## Nursery Stock

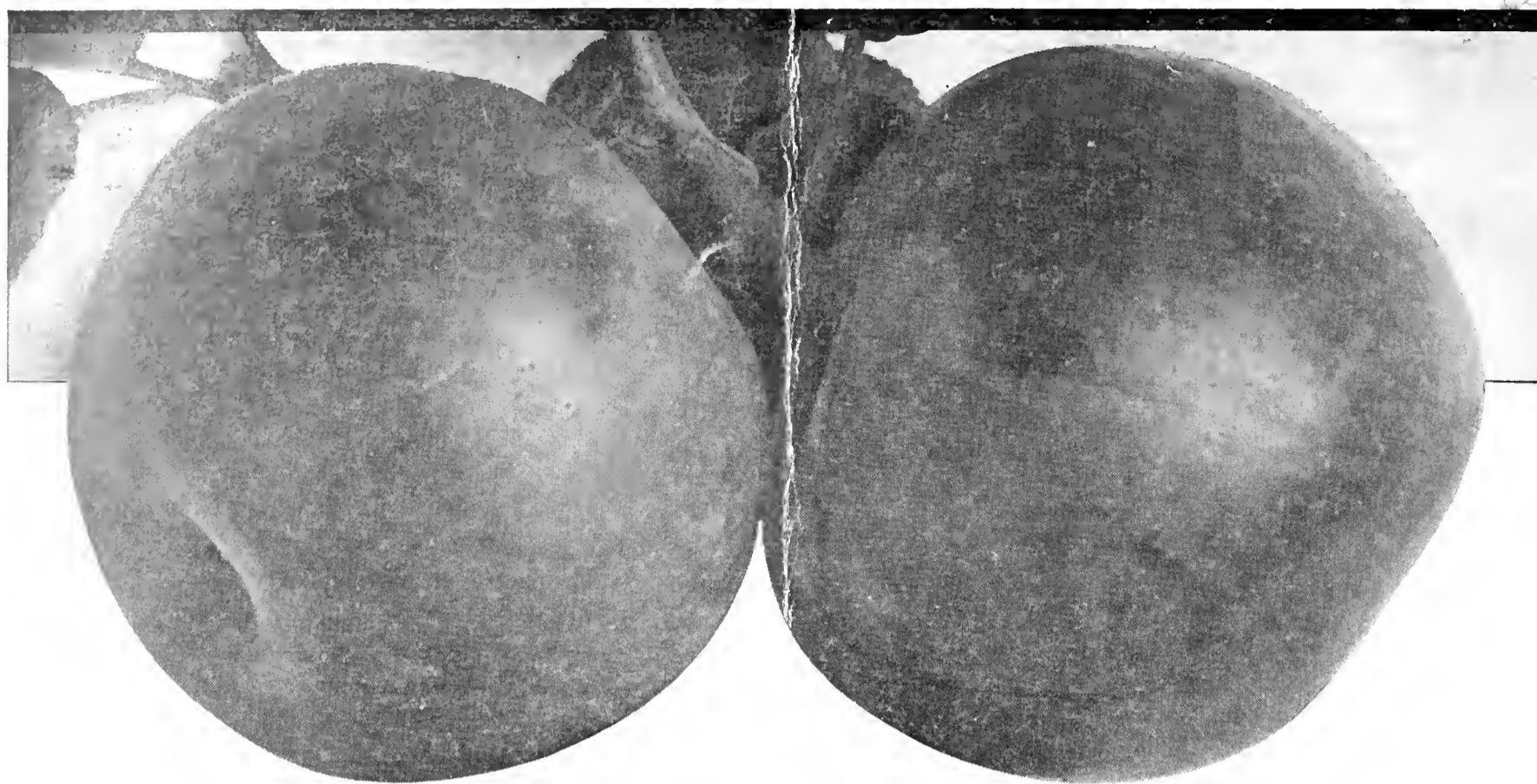
as Roses and Herbaceous Perennials, Etc.

List for the Asking.

North Abington, Mass.

The National Nurseryman.





Baldwin Apples are standards in every northern fruit section. They are profitable trees to sell, for there is a steady demand.

## "THE LAST LOT OF TREES WERE 'CORKERS'"

THIS was the way one of our trade customers acknowledged the receipt of his stock. We have plenty more of these "corkers" to ship on your order or to hold until spring, for it is stock of such quality that brings the year-after-year orders which are the foundation of your business.

The list of stock given here is only a part of what we can furnish, but every item is first-class, clean and healthy stock, **no culls**, for these go on the brush-pile. Better profits, greater satisfaction, more customers, come to the nurseryman who handles Harrison-grown trees.

### BALDWIN APPLE TREES—OUR BIG SPECIAL

We have an extra fine lot of Baldwin trees—we think they are the best we have ever grown. It will be to your interest to place your order now for spring shipment; we will hold the trees if you say the word, but if you don't say it some other nurseryman will, and you will lose out. These one- and two-year-old Baldwin trees won't stay here long after the trade knows about them.

### Some Specialties:

Ray, Carman, Champion, Crawford's Late, Elberta, and Belle of Georgia Peaches; Stayman, Baldwin, York Imperial, M. B. Twig Apples; Norway Maples, Silver Maples, Colorado and Koster's Blue Spruces, Hemlocks.

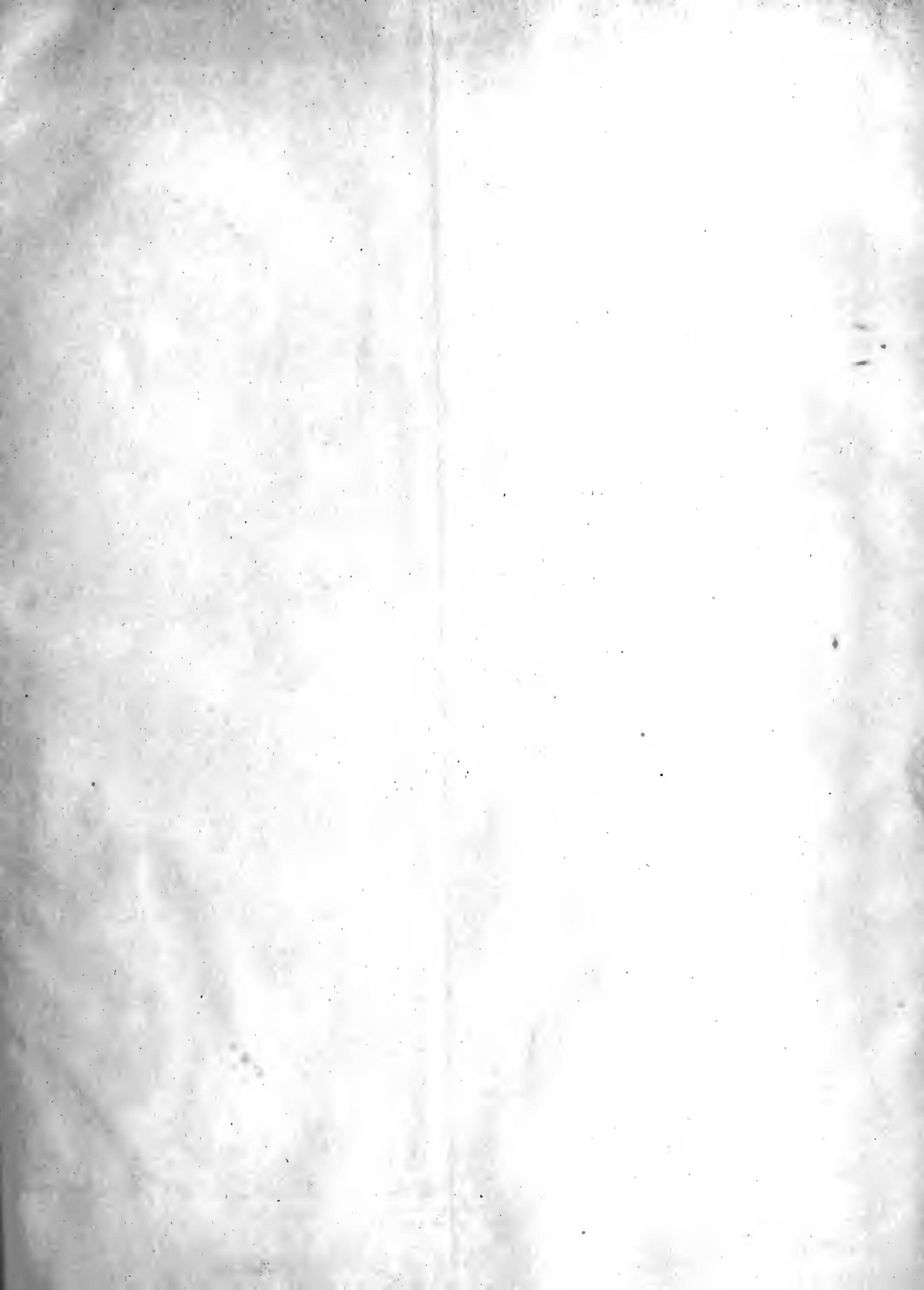
This list gives a suggestion of what we grow at Berlin; it will aid you in making up your requisitions for fall. Write us if you have time—**WIRE** if in a rush. We are on the job all the time.

APPLES 1 YR. BUDDED		APPLES 2-YR. BUDDED.	
2,000 Alexander	45,000 McIntosh	9,300 Winter Banana	5,700 McIntosh
250 A. G. Russett	2,200 Maiden's Blush	1,900 Wagner	75 Mo. Pippin
60,000 Baldwin	51,000 M. B. Twig	34,500 Yellow Transparent	250 Myrick
4,000 Ben Davis	1,000 Nero	6,200 York Imperial	3,400 Nero
600 Bonum	2,500 Newtown Pippin		370 N. W. Greening
400 Bismark	6,000 Northern Spy		270 Opalescent
250 Chenango Strawberry	1,300 N. W. Greening	46,400 Baldwin	650 P. W. Sweet
500 C. R. June	1,200 Paradise Winter Sweet	1,450 Ben Davis	600 Rambo
19,000 Delicious	4,500 Red Astrachan	240 C. R. June	350 R. I. Greening
16,000 Duchess	20,000 Rome Beauty	500 Delicious	2,000 Red Astrachan
3,000 Early Harvest	19,000 R. I. Greening	200 Dominic	870 Rome Beauty
1,000 Fallawater	2,600 Spitzenburg	4,000 Duchess	50,000 Stayman
1,200 Fourth of July	5,600 Stark	370 Early Harvest	200 Smith's Cider
9,300 Fameuse	80,000 Stayman's Winesap	75 Early Strawerry	250 Smokehouse
3,000 Gano	5,000 Smokehouse	300 Fallawater	370 Spitzenburg
13,000 Gravenstein	4,000 Summer Rambo	500 Fameuse	6,000 Stark
13,000 Grimes' Golden	250 Sweet Bough	870 Gano	200 Strawberry Chenango
800 Golden Sweet	500 Talman's Sweet	10 Golden Sweet	150 Summer Hagloe
270 Hyslop	250 Transcendent Crab	1,800 Gravenstein	150 Sweet Bough
1,400 Hubbardston	10,700 Wealthy	7,000 Grimes' Golden	2,000 Wealthy
20,000 Jonathan	15,700 Winesap	10 Hubbardston	600 Williams' Early Red
2,400 King	500 Winter Rambo	13,500 Jonathan	7,200 Winesap
2,500 Lowry	2,600 Wolf River	1,200 King	2,600 Wolf River
	39,000 Williams' Early Red	28,500 M. B. Twig	180 Yellow Belle

**J.G. HARRISON & SONS  
BERLIN, MARYLAND**

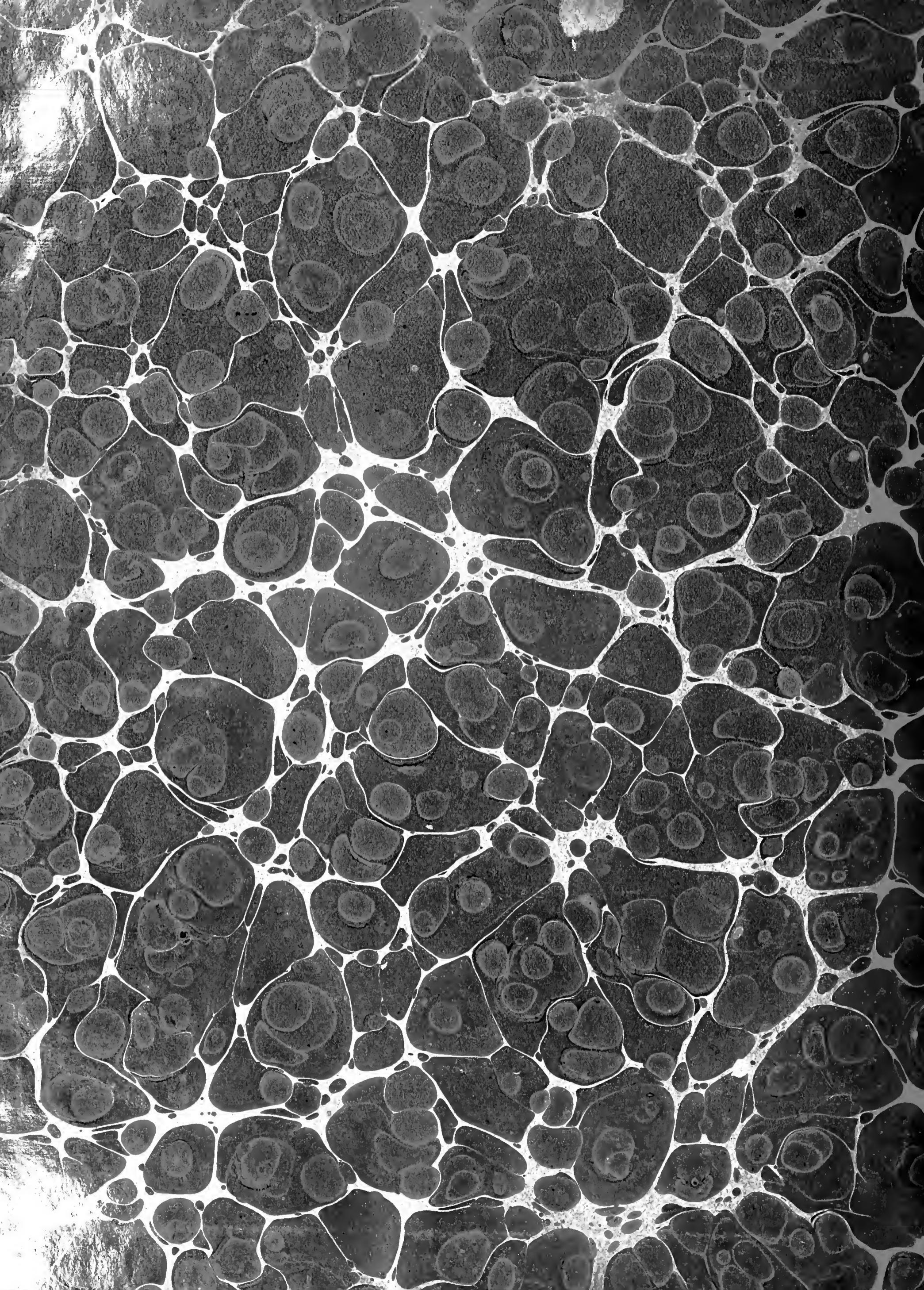
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